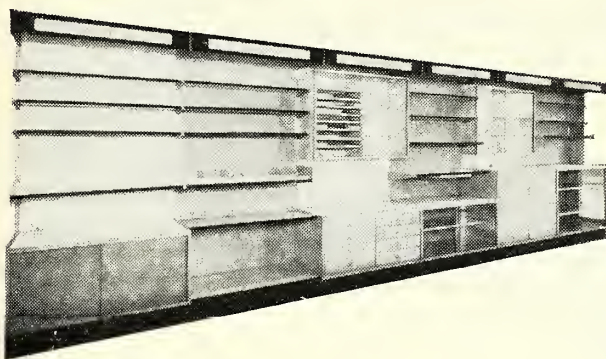


Counterpoint are specialists in pharmacy modernization



Counterpoint are *the* specialists in complete Pharmacy interiors including *dispensaries* • Craftsman-made with superb quality and finish at a price you can afford • Quick and economical to fit—can be varied or adjusted at anytime • Flexible—all units are interchangeable • Ultra-modern in design to give maximum visibility in the minimum of space plus quicker, easier merchandise selection • Expert advice by a Pharmacy specialist offered free • Leasing and Hire Purchase facilities available.

Visit our showrooms: 243 Euston Road,
London, N.W.1. Tel: Euston 0071
Head Office & Factory: Eldon Wall Trading
Estate, Eldon Way, Hockley, Essex.
Tel: Hockley 2532

Counterpoint

Counterpoint Store Equipment Ltd., Eldon Wall Trading Estate,
Eldon Way, Hockley, Essex.

Please send me your brochure

FOR THE ATTENTION OF

ADDRESS

C.12



CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetics, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 187

March 25 1967

No. 4545

CONTENTS

100 Years Ago	...	286
Closed Circuit Television	...	288
Correspondence	...	284
Council's Views on Branch Resolutions	...	284
Institute of Pharmacy Management	...	292
Leading Articles:—		
Successes Without Doubt	...	285
Time to Refocus	...	285
N.H.S. in 1967-68	...	274
New Products and Packs	...	282
Pharmaceutical Society Regional	...	277
Conferences	...	286
"Open Shop"	...	287
Processing Service a Pharmacist Founded	...	276
Three Names to be Erased from Register	...	275
Topical Reflections	...	275

PHOTOGRAPHY SUPPLEMENT

*Telephoto Lenses, 7. Agfa-Gevaert Policy Since the
Merger, 13. Opening A Photographic Department, 19.
Photographing Birds from a Hide, 20.*

Business Changes	...	281	Patents	...	294
Coming Events	...	295	Personalities	...	281
Commercial Television	...	296	Photographic Notes	...	289
Company News	...	281	Prescribers' Press	...	296
Contemporary Themes	...	296	Print and Publicity	...	295
Deaths	...	281	Scottish News	...	275
In Parliament	...	280	Sport	...	275
Irish News	...	275	Trade Marks	...	294
Legal Reports	...	280	Trade Notes	...	282
Local Officers	...	275	Trade Report	...	293
New Companies	...	296	Wills	...	294
News in Brief	...	275	World Trade	...	294

Index to Advertisers, p. 4 Classified Advertisements, p. 21

PUBLISHED BY

MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565

GLASGOW: 8 Merrylee Road, Newlands, S.3. Phone: Merrylee 6356.
LEEDS: 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.

ANNUAL SUBSCRIPTION

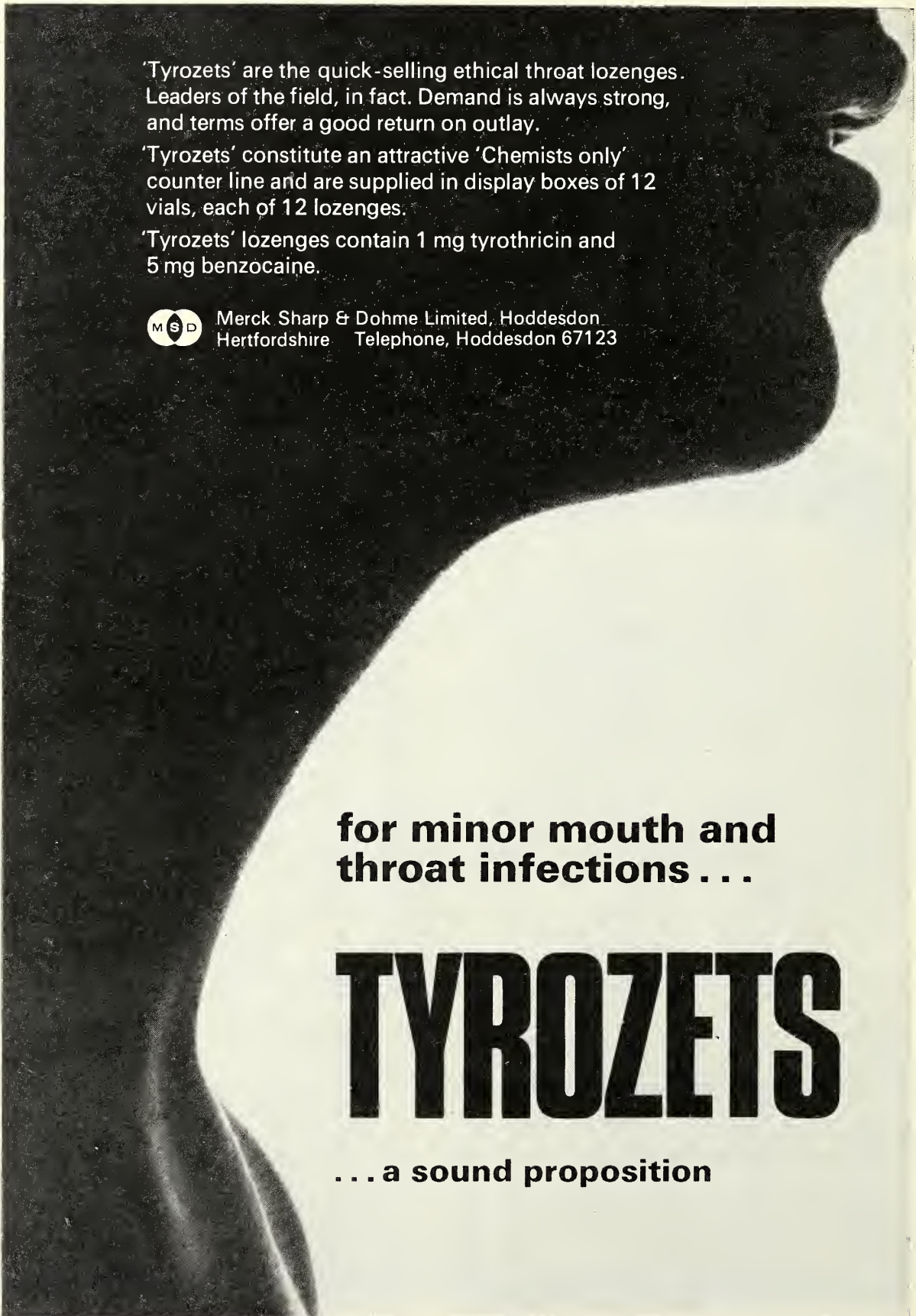
which includes The Chemist and Druggist Diary and Year
Book, £4 5s. Single copies 1s. 3d. each (postage 8d.).



MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS



MORGAN BROTHERS (PUBLISHERS), LTD., 1967



'Tyrozets' are the quick-selling ethical throat lozenges. Leaders of the field, in fact. Demand is always strong, and terms offer a good return on outlay.

'Tyrozets' constitute an attractive 'Chemists only' counter line and are supplied in display boxes of 12 vials, each of 12 lozenges.

'Tyrozets' lozenges contain 1 mg tyrothricin and 5 mg benzocaine.



Merck Sharp & Dohme Limited, Hoddesdon
Hertfordshire Telephone, Hoddesdon 67123

**for minor mouth and
throat infections . . .**

TYROZETS

. . . a sound proposition



C & D

CHEMIST AND DRUGGIST

Volume 187

MARCH 25, 1967

No. 4545

Security in Pharmacies

HOME OFFICE STUDIES DRUG THEFTS

SECURITY at pharmacies must be radically improved, said the Home Secretary (Mr. Roy Jenkins) at a meeting in Nottingham on March 18. He is now studying proposals to bring that about.

Mr. Jenkins told his audience of a report he had just received which disclosed that in four police areas—London, Manchester, Lancashire and Liverpool—there had been in 1966 a total of 134 raids on pharmacies in which well over 250,000 tablets were stolen. "Clearly I cannot ignore a situation in which professional criminals find it so easy to obtain large-scale illicit supplies of drugs, which can be sold at a considerable profit."

Quality and Reliability

RESPONSIBILITIES OF THE RETAILER

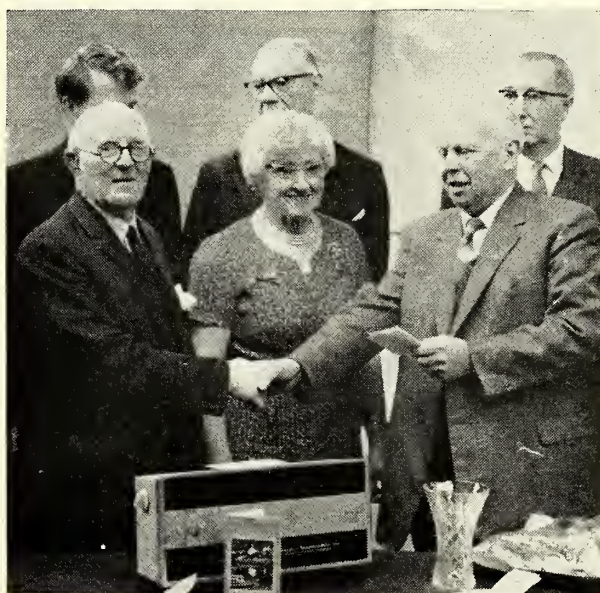
"THERE are still retailers and wholesalers who take little or no responsibility for quality and reliability of what they sell, but merely tell the dissatisfied customer that they will send the offending product back to the manufacturers," said Lord Kings Norton on March 17 at his installation as the first president of the National Council for Quality and Reliability. Lord Kings Norton added, "They should, in fact, be responsible for ensuring to the utmost of their ability the standards of what they sell. Some retailers, indeed, do this so effectively as to have been the primary stimulus to Q.R. in their suppliers."

Employment Tax Effects

PART-TIMERS "BEING DISPLACED"

IN a report published on March 12 the Economic Development Committee for the Distributive Trades (E.D.C.) has found that the effect in distribution of selective employment tax (S.E.T.) has been to reduce the numbers of part-time employees, but many of those part-timers have been replaced with full-time employees—some of whom have been displaced probably as a result of current economic conditions from manufacturing industries. The report, based on an inquiry among companies employing over 300,000 people, also showed that, though there were fewer part-timers overall, there has been an increase in the number working for less than eight

hours a week. The E.D.C. believes that such results were not those sought by the instigators of the tax. The E.D.C. re-affirms that a lesser burden of S.E.T. should fall on employers in respect of the employment of part-time labour and suggests that that could be done by employers paying less tax (perhaps one-half or one-third) on those working 8-21 hours, or by abolishing tax on those working less than, say, 16 hours a week. A wider availability of arrangements for the "direct payment" of the tax by employers, is recommended. The report finds no justification for the differential treatment of transport drivers and warehouse workers in manufacturing, wholesale and retail establishments, and feels the only practicable way of removing the anomaly is to refund the tax to wholesalers. The recommendations and conclusions have been sent to the Chancellor of the Exchequer and the First Secretary of State.



SIXTY YEARS' SERVICE: After almost sixty years' service with Cuxson, Gerrard & Co., Ltd., Mr. J. Heath (manager, plaster department) has retired. He is seen here receiving a cheque from the chairman (Mr. A. D. Gerrard) (left) on behalf of the directors, Miss E. Willets (centre) who worked with Mr. Heath for over forty years' presented him with a convactor heater from employees. At the rear (from left) are Dr. J. Gerrard (managing director), Mr. H. J. Blanchard (sales director), and Mr. H. Cormack, F.P.S. (technical director).

Kodak Sales Policy

DEALERS' ASSOCIATION "DEPLORES"

FOLLOWING the announcement that Kodak cameras and films are being introduced into the stores of F. W. Woolworth & Co., Ltd. (C. & D., March 11, p. 117) the Photographic Dealers' Association has issued a statement deploring Messrs Kodak's decision. They agree the company had no option, after the Monopolies Commission report, but to supply colour film to all outlets but "the decision to supply black and white films and cameras was one of their own volition. The question our members may ask themselves is 'Will it now be worth while for the legitimate photographic dealer to supply goods which will soon be in many supermarkets and multiples?'"

Aerosol Production

BIG RISE IN U.K. DURING 1966

THE number of aerosols filled in the United Kingdom during 1966 was 160 million — 10 million more than anticipated and 32 million above the 1965 figure. The biggest increase on any one product for 1966 was the filling of personal deodorants, which jumped to 6 million (from 2.5 million). Aerosol starches have been slow starters in

Britain but they are now beginning to move. The potential for the future of aerosols is shown in the *per capita* figures of various countries. The United States in 1965 used nine *per capita*; Switzerland led Europe with 4.5, followed by West Germany with 3.2. In the United Kingdom in 1965 the figure was 2.33 and in 1966 2.92. The British Aerosol Manufacturers' Association members filled 85.3 per cent. of the total fillings. They now have 48 companies as members.

AEROSOL FILLINGS U.K., 1966

	Million units
Space and residual insecticides,	
Mothproofers	18.0
Costings and/or finishes	5.7
Air fresheners	15.5
Snow (all types)	0.3
Glass cleaners	0.7
Waxes and polishes	13.2
Shoe or leather dressings	1.4
Starches	4.5
Oven cleaners	10.5
Other household products	3.0
Shaving lather	4.0
Hair sprays, dressings	58.0
Medicinals and pharmaceuticals	6.0
Colognes and perfumes	3.2
Personal deodorants	6.0
Other personal products	2.5
Veterinary and pet products	0.55
Automotive	4.5
Industrial	1.5
Miscellaneous (including food)	1.7
	160.75

N.H.S Manual Workers

AMONG LOWEST PAID IN COUNTRY

THE National Health Service contains large concentrations of workers whose "earnings are among the lowest in the country," states a report (No. 29) on the Pay and Conditions of Manual

Workers in Local Authorities, the N.H.S., Gas and Water Supply by the National Board for Prices and Incomes (H. M. Stationery Office, price 7s. 6d.). The report finds wage rates in N.H.S. compare favourably with nationally negotiated wage rates generally, but the significance of the comparison is diminished by the fact that the wage rates of N.H.S. are standard rates whereas for many industries they are minimum rates, which are often exceeded by many firms. Employers in N.H.S. are urged to remedy this by introducing schemes that will directly relate pay to improvements in productivity. The standards of labour management should also be raised, the report adds.

Health Education

BRITISH SOCIETY'S FIFTH YEAR

THE fifth annual meeting of the British Society for International Health Education was held in London on March 10. Purposes of the Society include the promotion of model programmes of health education in selected communities outside the United Kingdom, and one such programme, carried out in East Africa in 1965, was reported as having been an outstanding success. On March 10 the chairman (Sir John Wolfenden) said that increase in man's knowledge of health subjects could lead to a one-sided approach, for the individuals for whom medical advances were mobilised had not changed to anything like the extent of the changes in medicine itself. If they had, malaria might have been eliminated and malnutrition overcome. The spread of ideas would result only from "teaching the teachers" which was one of the policies

the Society had been founded to further. As much importance had to be given in developing countries to training in the social sciences (psychology, sociology, anthropology, etc.) as in the medical sciences. "Education is the new weapon in health". Examples of the way medical advances were frustrated were given by Professor Victoria Garcia (professor of Health Education, University of Santiago, Chile) from her own experience. In Chile, she said, it was common for medical appointments not to be kept; for vaccination and for the giving of blood samples to be refused. Much of that scant co-operation was explained by the indigenous culture, which was not to be dismissed as stupid or illogical. Efforts to frighten off, to exert pressure would not produce lasting improvements. Appealing for members and donations, the president (Mr. Harold Peake) said new programmes such as the East African would be put in train when the funds were forthcoming.

Agricultural Chemicals

MORE SAFE-USE RECOMMENDATIONS

A NUMBER of fungicides are the subject of new or revised recommendations for safe use in Great Britain issued by the Ministry of Agriculture, Fisheries and Food. They include:—N, N' methylene-di (zinc ethylenebisdi-thio carbamate) (contained in Trizincoc); fentin acetate, oxythioquinox and lime sulphur. Recommendations have also been issued for:—Dicamba (3, 6-dichloro-2-methoxybenzoic acid), chlorthiamid and dinoseb acetate when used as herbicides in agriculture and horticulture; maleic hydrazide, a growth regulator; DNOC a herbicide and insecticide; bromophos, an organophosphorus insecticide, when prepared for veterinary use and derris as an insecticide and earthworm killer for use in home gardens or in agriculture and horticulture. Vapourisers discharging DDT or gamma BHC or mixtures of these compounds are also the subject of recommendations when the units are used in the food trade, industry, agriculture, horticulture or domestically.

Patent Office

CHANGES IN NOTIFICATION PROCEDURE

THE Patent Office announces that it will no longer issue letters reminding of the approaching expiry of time allowed for action under certain Patents, Designs and Trade Marks Rules. The decision relates to the following provisions:—Rule 15 of the Patent Rules, 1958 which provides that certain additional documents relating to the relevant application in a Convention country shall be filed within three months of the filing of a Convention application. Rule 76 of the Trade Marks Rules, 1958 referring to the period within which a corporation may be registered as a subsequent proprietor of a mark and Rule 33 of the Design Rules 1949 which prescribes the period within which an application should be completed. In future the Patent Office states it rests with the person concerned to take action in time.

NATIONAL HEALTH SERVICE IN 1967-68

More for pharmaceutical services

THE cost of the pharmaceutical services in England and Wales in 1967-68 is expected to be £152,000,000, an increase of £9,310,000. The figure for Scotland is expected to reach £16,512,000 or £652,000 higher than in 1966-67. The details appear in Civil Estimates (Class VI) 1967-68 (H.M. Stationery Office, price 10s. 6d.).

The total given for England and Wales is subdivided showing the pharmaceutical services in England account for £140,740,000 and those in Wales £11,260,000. In England the general medical services are expected to require £108,572,000 and the dental £2,287,000. Welsh Executive Councils' expenditure is expected to reach

£409,000 compared with £6,969,000 in England. The hospital service estimate in England and Wales in 1967-68 is put at £707,932,000. Included in that estimate is an item of £10 for "royalty payments in respect of patented drugs." The analysis of the estimated expenditure by regional hospital boards and boards of governors of teaching hospitals includes the following details.

	EXPENDITURE ESTIMATES	REGIONAL HOSPITALS	TEACHING HOSPITALS
Drugs	1965-66	£14,332,283	£3,418,186
	1966-67	£15,108,000	£3,757,000
	1967-68	£16,124,000	£3,972,000
Dressings	1965-66	£ 3,460,342	£ 677,539
	1966-67	£ 3,641,000	£ 721,000
	1967-68	£ 3,886,000	£ 763,000

PHARMACEUTICAL SERVICES

	ENGLAND AND WALES		SCOTLAND	
	1966-67	1967-68	1966-67	1967-68
Pharmacists:	£	£	£	£
cost of drugs and appliances, etc.	94,476,000	101,865,000	10,780,000	11,439,000
on-cost allowance	12,925,000	13,320,000	1,938,000	2,028,000
dispensing fees and rota payments	28,889,000	29,475,000	2,800,000	2,695,000
Medical and dental practitioners	6,400,000	7,340,000	342,000*	350,000†
	142,690,000	152,000,000	15,860,000	16,512,000

* Includes £22,000 for health centres.

† Includes £20,000 for health centres.

SCOTTISH NEWS

Dispensing Doctors

PAYMENTS FOR DRUGS AND APPLIANCES

THE Scottish Home and Health Department announces that discussions are continuing with representatives of the medical profession on the proposals made for remuneration for dispensing in the third report of the Joint Discussions between General Practitioner Representatives and the Health Departments. Until the discussions are complete, payments to dispensing doctors for the supply of drugs and appliances are to continue to be made at present rates and on the present basis.

IRISH NEWS

THE REPUBLIC

Pharmacists' Rights

SOCIETY SEEKS LEGAL ADVICE

THE Council of the Pharmaceutical Society of Ireland decided, at its meeting on March 14, to seek the opinion of senior counsel on the question whether the constitutional rights of pharmacists to earn a livelihood were being undermined by the implementation of the Health Acts of 1957 and 1961 in relation to the specific wording of the 1875 Pharmacy Act. The report of the Council meeting is being published in next week's issue of THE CHEMIST AND DRUGGIST.

NEWS IN BRIEF

THE index of retail prices in February was 118.6 (January 1962 = 100), compared with 118.5 in January.

THE Advisory Committee on Pesticides and Other Toxic Chemicals is extending to April 28 the closing date for the receipt of evidence for its further review of the use of certain persistent organochlorine pesticides: aldrin, chlordane, DDT, dieldrin, endosulfan, endrin, TDE (Rhothane), Toxaphene.

THE Import Duties (Temporary Exemptions) (No. 2) Order, 1967 (published as S.T. 357), provides that sodium nitrite (other than analytical reagent quality) and also 11 β , 21-dihydroxypregna-1,4,17(20)-trien-3-one shall be temporarily exempt from import duty until May 4 (from March 15).

SPORT

GOLF

SOUTH MIDLAND CHEMISTS' GOLFING SOCIETY. The following officers have been elected for the coming season: *Captain*, E. E. Locker; *Vice-captain*, A. N. Beckley; *Treasurer*, Mrs. N. Williams; *Secretary*, Miss J. M. Livingstone, 231 Shinfield Road, Reading, Berks. (telephone: Reading 82850). First outing of the season is at Henley golf club on April 9. The club would welcome new members. Those interested should approach the secretary.

LOCAL OFFICERS

GUILD OF PUBLIC PHARMACISTS

Tyne Wear and Tees.—*Chairman*, R. Ross; *Vice-chairman*, Miss O. Wearmouth; *Treasurer*, R. A. Lidgate; *Secretary*, H. H. Poole, Pharmaceutical Department, Royal Victoria Infirmary, Newcastle upon Tyne.

TOPICAL REFLECTIONS

By Xrayser

Business Efficiency

Last week's issue constituted a course in economics for those engaged in many different fields of pharmaceutical activity and was a sharp lesson to those of us who may have paid insufficient attention to scientific business methods. The papers presented at the conference of the Institute of Pharmacy Management conference, held at Matlock, are of particular interest to those engaged in general practice. For example, Mr. B. M. Backhouse (p. 245) stressed that efficiency could only be achieved by adopting continually an intelligent, scientific and analytical approach to the conditions pertaining in the particular pharmacy. I have no doubt that the speaker is right in his advice, though the opportunity for leisured assessment is difficult to find in the smaller type of business, where frequently the greatest effort is demanded in meeting circumstances as they arise. But even when careful analysis is made of the various factors, there remains the problem of interpretation, for only if that is done correctly can any lessons be learned. That a continuing assessment of trends is of value, I do not for one moment doubt. It is obvious that no large chain of company businesses could be run efficiently without an expert finger on the pulse at some point, and we must assume that what is found to be advantageous and necessary there would be equally valuable in the smaller business. It is apparent that matters of a similar kind engage the attention of the pharmaceutical manufacturers, who are concerned as to the best and most economical way of bringing their products to the attention of the prescriber. The thoroughness of the investigation into that aspect of scientific business is revealed by the news that nobody expected every doctor to read every item of direct mail, but a mailing of only two leaflets, if read by the right 5 per cent. of doctors, costs less per doctor contact than a visit by a medical representative. And if you feel, on reading this paragraph, that the writer is more than a little out of his depth, you will not be far wrong. But how much depends on the 5 per cent. of doctors being the right one!

Monopoly

In a brief paragraph on p. 242 I read that, in reply to a question asked at the annual meeting of the West Sussex Pharmaceutical Committee, the Minister of Health said that he could see no case for pharmacists having a monopoly of the distribution of medicines, since any advice the pharmacist might give could be undone immediately the purchaser got home. I should have expected the Minister to do a little better than that. People see their doctors every day and are given advice which is undone immediately they get home—and even before they get home, as any pharmacist knows from experience. But that does not seem to me to be a valid reason for suggesting that the practice of medicine should be widely extended so that it may be practised by grocers, ice-cream vendors, newsagents, confectioners and general stores.

Antihistamines

Your excellent and informative supplement dealing with that mysterious group of substances known as the antihistamines is valuable historically and clinically, as well as for the concise article on their chemistry from the pen of Miss Alma B. Simmonds (p. 260). I note that twenty-five years have elapsed since the first commercial product was described, and the information serves only to emphasise yet again the changes in medical and pharmaceutical practice in the lifetime of many still practising. In the past forty years we have seen the emergence of many "wonder drugs," and it is difficult to visualise a time when we knew nothing of insulin, vitamin B₁₂, of chemotherapy, of penicillin and other antibiotics in their myriad varieties, of anticoagulants and other things too numerous to mention. The tinctures, infusions, and decoctions are slipping away into that Valhalla which already houses the boluses and the theriaca. And as we see them go, we feel as old as Galen or Hippocrates.

Three Names to be Removed from the Register

STATUTORY COMMITTEE HAS HEAVY SESSION

THE Statutory Committee of the Pharmaceutical Society, at a meeting on March 9 and 10, ordered the names of three pharmacists to be struck off the register.

One of the three was Joseph Stonefield, who had been convicted by the Leeds magistrates on January 18 for selling Drinamyl tablets otherwise than in accordance with a prescription and had been fined £20, plus a further fine of £100 for aiding and abetting an offence in that Bernard Finestone had in his possession 100 Potensan forte and a still further fine of £20 in respect of an unauthorised sale of Ergoapio. Mr. Stonefield was present at the hearing and was represented by Mr. V. D. Zermansky. Mr. Simon Pritchard appeared in order to present the facts before the Committee. Mr. Zermansky said that Mr. Stonefield admitted the convictions. He was fifty-nine years old and had had an hitherto unblemished record.

When SIR BENJAMIN ORMEROD asked how many Drinamyl tablets had been sold Mr. Zermansky said "I think there were 1,000 altogether." Mr. Zermansky went on to explain that, after being seriously ill with infective hepatitis, Mr. Stonefield had returned to work sooner than the doctor had advised. The doctor reported that Mr. Stonefield's judgment and ability to discriminate and concentrate had been warped by the effects of the disease.

THE CHAIRMAN: We are prepared to accept all that. On the other hand, we are bound to bear in mind that to sell 1,000 Drinamyl tablets in one day without a prescription must carry an inference.

MR. ZERMANSKY: My instructions are that Finestone, who has been a customer of that business for many years — an ordinary customer never buying drugs unusual in nature or quantity — only a week or two before then came in and persuaded my client to supply him with a small quantity of "purple heart" tablets for his own use. He supplied them and this, he accepts, was a very serious error that put him into the hands of a very vicious man. From that moment on Finestone continued to press for a larger quantity of these drugs. Let it be said that at all times he said he wanted them for his own use.

THE CHAIRMAN: That may very well be, but people do not take 1,000 tablets for their own use.

MR. ZERMANSKY: That is what Finestone said they were for. I understand that they are taken in large quantities over a period, though 1,000 is a very large quantity.

More Than Would Be Prescribed

THE CHAIRMAN: It is much larger than the quantity any doctor would prescribe.

MR. ZERMANSKY: Indeed, sir, and he continued to exercise pressure on Stonefield, who was certainly, to all intents and purposes, a very sick man at the time, to provide him with more,

making certain threats with regard not only to the provisions of the sale but also to Stonefield's personal safety if he did not do it. What Mr. Stonefield should have done was immediately report it to the authorities. He accepts that but, when these things were supplied, they were supplied at current prices, and that was also accepted by the police authorities.

"Single Act of Folly"

Later MR. ZERMANSKY asked the Committee to look upon the offence as a single act of folly, not one for financial gain but one for which there was an explanation, "if not an excuse, in the very low ebb at which the man's health was when it was committed."

After the committee had deliberated in camera Sir Benjamin Ormerod said: Mr. Zermansky, the Committee have given very serious consideration to this matter and to the various points you have urged on behalf of Mr. Stonefield, but we feel that we cannot get away from the fact that large quantities of these drugs got into other hands illegally through the agency of Mr. Stonefield. In these circumstances, we have no alternative but to order that his name be removed from the Register. You can advise him, of course, on the question of appeal and reinstatement."

The Committee also considered the case of Henry (otherwise Harold) Kitchener, whom information showed to have been convicted at the Central Criminal Court, London, on November 8, 1966, of conspiring with other persons to procure the miscarriage of a woman by unlawful means; and to have been fined £200 in respect of such offences. Mr. Simon Pritchard appeared in order to place the facts before the Committee. Mr. Kitchener, who was present, was represented by Mr. J. Haynes, who explained that the charge against Kitchener was that he had conspired by sending three ladies to a Mr. de Caux, who appeared to him to be a doctor, and who had performed the operations.

THE CHAIRMAN: He himself did nothing in the way either of providing drugs or of performing any operation?

MR. HAYNES: It goes further than that. Two of the ladies he had never seen before and one he never saw at all. It was merely an act of kindness. He passed them on to a man he thought was a registered doctor in the same way as he passed other people on who sought advice. He never received any benefit or money out of the transactions. It was an act of kindness which led him into this trouble.

Mr. Haynes then dealt with the evidence given at the Central Criminal Court and later Mr. Kitchener gave evidence. Lord Amulree and Sir Griffith Williams both testified as to the character of Mr. Kitchener. Mr. Haynes submitted that the Committee was entitled to go beyond the actual fact of a conviction and ask whether there was any heinous moral turpitude

in what Mr. Kitchener had done or whether it was part and parcel of the general practice of trying to be helpful.

THE CHAIRMAN: We must bear in mind that he has been convicted of these three offences by a judge and jury, presumably after a proper trial, and so far as I know there was no appeal against those convictions. In those circumstances can we say, although he sent these good ladies to doctors so that they would get the right sort of advice or treatment, that there is no moral turpitude in it? The jury found there was. They convicted him.

Giving the decision of the Committee SIR BENJAMIN said "Mr. Haynes, the Committee have considered carefully and anxiously this case and all that you have said but see no alternative to making an order that this man's name be removed from the Register. You know, of course, that he has the right of appeal and I have no doubt you will give him what advice you think proper on that matter. You may well know, too, that he can, in due course, apply for reinstatement, and that is a matter that would have to be considered by the Committee at the proper time if he did so apply but, for the time being, having regard to the conviction, in spite of the eloquent appeal you have made on his behalf, we feel we have no alternative but to remove his name from the Register."

MR. HAYNES: Can you give some indication when it would be proper for him to make an application?

THE CHAIRMAN: I think it would not be proper, in this case, that we should. I can only remind you that, if my memory serves me correctly, an application may be made six months after the date of removal, but I cannot, of course, promise that it would be favourably considered then, or at any other time.

The Committee adjourned another case that had arisen after a pharmacist had been convicted of larceny in a magistrates' court and given a conditional discharge on payment of £13 7s. The pharmacist explained to the Committee that, in his capacity as a buyer, he often received presents from representatives. The goods he did not want he exchanged for an exact equivalent from the stock of the wholesale business by which he was employed. He had found out that his action constituted a larceny and, on his solicitors' advice, he had pleaded guilty when the matter was taken to court.

Behaved Foolishly

Giving the Committee's decision SIR BENJAMIN told the pharmacist "I think we are all of the opinion that you behaved foolishly. You will realise, in the first place, that you are not justified in accepting presents from people who come round selling things, and certainly not justified in exchanging them with articles from your employers. The fact that you pleaded guilty was a prime act of folly on your behalf, and

has got you into a great deal more trouble than you possibly deserve to be in. We hope you have seen the error of your ways and that you will behave more sensibly in future. We propose to adjourn any decision for twelve months and if in that twelve months, your behaviour is satisfactory, and you can come here in twelve months' time with two references, one of which must be from a practising pharmacist, then, although I cannot bind my successors, if I am not here, or the successors on the Committee, I think I can say that your case will be favourably considered."

The Committee also considered a case in which a pharmacist had been convicted of gross indecency with a

fourteen-year-old boy and had been fined £100. The pharmacist was represented by Mr. Rodney Bax, Q.C. Mr. Simon Pritchard appeared to place the facts before the Committee. After Mr. Bax had explained that the court appeared to have taken the view that the fine they imposed "would complete his punishment and that, in imposing it, they recognised his contrition and felt sure that nothing similar would happen again," testimonials and medical reports were produced making it clear that the pharmacist was not likely "to do this sort of thing again."

After the Committee had considered the evidence, SIR BENJAMIN told Mr. Bax that the Committee was prepared to accept that it was unlikely the

offence would be repeated, and therefore saw no reason for depriving the pharmacist of his certificate. The inquiry was adjourned for 12 months and if at the end of that period, a satisfactory report was submitted from a psychiatrist "I think," SIR BENJAMIN said "... that it will be considered favourably." The Committee proceeded to inquire into a case that had first come before it on February 2, 1966. A number of testimonials had been supplied to the Committee and Mr. S. PRITCHARD said there had been no complaints against the company. The Chairman announced that in the circumstances the Committee proposed to take no further action.

(To be concluded)

Dual Experiment by Pharmaceutical Society

REGIONAL CONFERENCES AT BIRMINGHAM AND CAMBRIDGE

TWO experimental Sunday regional conferences, one in Birmingham on March 12, the other in Cambridge on March 19, met with an enthusiastic response from the members of the Pharmaceutical Society who attended. At the Birmingham conference, which covered branch areas representing over 2,000 pharmacists, over 200 were present.

Both meetings were addressed by Messrs W. M. Darling (chairman, Ethical Committee) and J. P. Kerr (chairman, Practice Committee), with the president (Mr. J. C. Bloomfield) in the chair.

Judgments Reviewed

MR. DARLING began his address with a reference to the judgments in *Dickson v. the Pharmaceutical Society*. He said that full recognition as a profession was accorded when a group of people, following a common occupation, had organised themselves into a body that was self-governing and able to determine the standards of skill and knowledge required of practitioners. Whilst there must also be a disciplinary process it was fundamental that members of the profession should establish rules of conduct which they would voluntarily observe. Such rules could be divided into three classes: those that concerned relations with other members of the profession; those that concerned relations with the public; and those that concerned relations with members of other professions. In the long run all professional rules were for the benefit of the public.

The rules themselves could also be classified according to their origins: unwritten rules, rules that had been put into writing, and rules that could be deduced from the decisions of the disciplinary body of the profession—in pharmacy the Statutory Committee. Putting a rule into writing, though it usually led to precision, did not of itself make a rule more compelling. For example, there was no written rule that a pharmacist should not be in charge of a pharmacy when he was drunk. Nevertheless the fact that a rule had been agreed at a general meeting of members was some evidence that the profession itself agreed that it described accepted conduct. The Statutory Com-

mittee was not bound by those rules. Because they had always been considered binding in honour only, they were not subject to the ordinary jurisdiction of the courts, except by way of appeal from a decision of the disciplinary body.

The Court of Appeal had now decided that an affected member or interested party could bring an action in the courts to test the validity of a rule. If that new concept were confirmed in the House of Lords the situation would be difficult for the Society and, indeed, for all professions. Because that was new law, if for no other reason, it was essential for the matter to be taken to the Lords. The appeal to the Lords would enable the Society to challenge certain statements, made in the Court of Appeal, with which the Society profoundly disagreed.

The final decision rested with the House of Lords but, in the interim, it lay more than ever with the individual pharmacist to maintain and raise professional standards voluntarily. "It is only by such action that there will be any hope of statutory support, for Parliament invariably has regard for the standards prevailing in any occupation when legislating for it.

Advertising Rules Held Over

The Council's proposed consolidation of the rules on advertising would be left in abeyance, said Mr. Darling, until after the decision in the House of Lords. He would, however, refer to the problem of advertising in classified telephone directories. It was in the public interest for heavy type to be used in ordinary telephone directories, as that allowed an important public service to stand out from other entries. But the use of heavy type in a classified directory, where pharmacies appeared one above another, was blatant advertising. It had been agreed that pharmacies would be listed under that title, with a cross-reference under "Chemists—retail."

Mr. Darling dealt next with the guaranteed cheque system. The system, conveying at it did the status of the holder, was a welcome procedure, but the Barclaycard and other credit systems, which enabled the customer to have up to a month's credit, introduced

a new feature in that they encouraged pharmacists to publicise their willingness to give credit by displaying an advertisement and by being listed in a directory, and the customer was thus restricted in his choice of pharmacy. Though the Council had requested members not to participate, it knew that some were doing so. He hoped that, when the time came for renewal, they would decide not to continue in the scheme.

Mr. Darling next referred to the Council document that "combined all past pronouncements and current thinking" on sales promotion of medicines (see *C. & D.*, October 22, 1966, p. 389). The document was intended as guidance to members and manufacturers, helping them to avoid conflict with the pharmacist's professional conscience.

Objections to Sampling

Promotion to the public by way of samples was objectionable for many reasons, the principal one being that the public were being given medicines they might not need or—more important—should not have. Mr. Darling cited a promotion in which a sample of Veno's cough mixture was being given with Beecham's powders. The Council had objected, but the company had replied that the promotion was in accordance with a "sampling" paragraph in the code of the Proprietary Association of Great Britain. The paragraph stated that no member should undertake the distribution of unsolicited samples or vouchers or coupons for samples. That, said Mr. Darling, was stretching the framework of the paragraph to the limit, and the Ethical Committee would be discussing with the P.A.G.B. that interpretation. On the sampling of Vick 44 ("a problem over many years"), Mr. Darling said that the Council had asked the Poisons Board to make distribution of poisons by way of samples illegal, except to persons listed in section 20 of the Pharmacy and Poisons Act, 1933.

Mr. Darling also took exception to display materials that invited self-service as opposed to self-selection, and that brought him to the "Medicines—With Care" slogan: "Keep medicines out of the reach of children." The Association of Municipal Managers, in

a reference to the slogan, had asked "What about chemists' own counters?" Why, asked Mr. Darling, were such products put on open sale? Was it to encourage "impulse" purchases or was it to indicate the range of medicines stocked and in particular those the pharmacist would recommend? If the latter, he saw no objection to displaying them behind glass — a step forward that would enable pharmacists to influence the public in their attitude towards medicines.

Before new legislation restricting the sale of medicines to pharmacies could become possible, said Mr. Darling, pharmacy's own house must first be put in order. A girl representative of the *Oxford Evening News* had been able to purchase, in three out of six pharmacies, quinine "to bring on a delayed period." In Edinburgh Professor Kessel's secretary, simulating distress, had been able to buy 200 aspirins in each of six pharmacies, and in only one had there been any comment. Such action by pharmacists, described by Professor Kessel as "irresponsible," embarrassed those legislating on pharmacists' behalf. The pharmacist must discharge his professional obligations and that demanded restricting his activities.

Action Difficult

Rota breaking was among the first subjects to be raised in the discussion. Why was it never brought before the Ethical Committee, asked a member. MR. DARLING said that the difficulty was that action by the Council could be held to be in restraint of trade. No other profession restricted its members' hours of work. During discussion a member of the audience said that the announcements of rota services (where such a notice was not considered "editorial") could be published under "public notices" and paid for by the local Executive Council. THE PRESIDENT said that in his area an emergency list of pharmacists able to give a service throughout the twenty-four hours was furnished to the police, doctors, and telephone exchanges. That should be done throughout the country.

One member disagreed with Mr. Darling that Barclaycards directed the holder to a particular pharmacy: the final selection was his own. The card was a modern method of trade, and if pharmacists joined the Society could have no objection. MR. DARLING pointed out that trading stamps had been said to be "here to stay" but, so far as pharmacies were concerned, that had been proved incorrect.

A Coventry member complained that the Society was too concerned that any new medicine should be "prescription only," though many could be prescribed to the public with safety. MR. DARLING later described as "very dangerous" the member's suggestion that, when a repeat prescription was required, the pharmacist could supply after first ascertaining whether the preparation would be efficacious. In asking for antihistamines to be placed in Schedule 1, rather than in Schedule 4b (as suggested by the Poisons Board), the Council was trying to attain maximum responsibility for pharmacists. If all pharmacists drew the attention of

purchasers, as they should do, to cautionary wording on products, "less control would be needed."

A discussion on counter prescribing followed reference by a member to a coroner's charge that he had acted as a "second-rate doctor" (see *C. & D.*, March 18, p. 246). One member thought it the duty of the local chemist to help all customers in similar circumstances. Another urged that the Council should issue a statement on the pharmacist's function — "to help the patient take the right medicine at the right time and in the right amount, irrespective of the amount rung up in the till." MR. DARLING held that it was better for the public to receive a medicine "prescribed" by a pharmacist than to have it "prescribed" by television advertisements. He was concerned that Poisons Board action would leave to the pharmacist only medicines with little pharmacological activity, and hoped that the use of Schedule 1 could be extended to allow the supply of medicines that would have therapeutic effect.

MR. KERR returned to the question in the afternoon session when he said that, as an adviser on health matters, the pharmacist stood between the self-diagnosis of the patient and the induced diagnosis of advertising. If all minor ailments were referred to doctors, the Health Service would break down.

His main subject was, however, health centres. Only twenty-seven had been built since the inception of the service, but a recent draft circular to local authorities involved a new threat to the established pharmaceutical service. By 1976 300 new health centres were envisaged, two-thirds of them in the first three years. None would be in a population group of under 70,000, and siting within hospital grounds was suggested as a way of integrating the general-practitioner and local-authority health services with the hospital and specialist services.

Health-centre Policy

The Society's Practice Committee had reached agreement with the National Pharmaceutical Union:

1. That the Ministry of Health should be informed by letter (written after consultation between the officers of the two organisations) that no pharmacy department should be included in a health centre if the surrounding district was adequately served by general-practice pharmacies.

2. That they should ask the Ministry to arrange for Local Pharmaceutical Committees to be informed at the earliest possible stage of plans for health centres, so as to give ample time in which to consider whether adaptations would be necessary to meet the needs of the community in the new circumstances.

3. That the Ministry of Health should be asked to support the inclusion of a pharmacist on any local-authority committee that was planning health centres, so as to ensure the fullest possible integration of existing or new pharmacies with the work of the health centre.

It had also been decided to carry out case studies in several areas where health centres were planned. The N.H.S. contract was being discussed as a method of controlling the distribution of pharmacies. It was not a complete

answer but would help until comprehensive planning became a fact — a process that might be hastened if Britain joined the Common Market. The Minister of Health would be asked to grant contracts only where pharmaceutical services were needed and in suitable premises.

Rural-area Problems

On the Ministry of Health's proposals for abolishing the "mile limit," Mr. Kerr said that enlargement of the rural pharmacist's catchment area was highly important. "It must be seen that we are willing to provide a pharmaceutical service for the whole community with few exceptions."

The Grosset Committee report on pharmaceutical services in Scottish Hospitals was Mr. Kerr's next subject. The report indicated that the responsibilities of a chief pharmacist were determined by circumstances and his personality, often involving non-pharmaceutical duties. That tended to blur the pharmacist's professional identity in the eyes of his medical colleagues. The report held that enough supporting staff, including clerical, must be provided to enable non-professional use of the pharmacist's time to be kept to a minimum.

Many hospital pharmacists regretted that the Grosset report did not call strongly for a salary structure that would guarantee an attractive career for hospital pharmacists. The question was in the Whitley Council's province but the omission had prompted the Council into action. Recommendations by the hospital practice sub-committee would form the basis of discussions with the Ministry.

Mr. Kerr's final topic was "nomen proprium." It had earlier been agreed that such labelling should be automatic if that was the general wish of 50-60 per cent. of the prescribers in an area, but it was now suggested that, because 60 per cent. of Medical Committees were in favour of the system, prescriptions should be marked "please label." Mr. Kerr said that in the long run labelling in that way would create an area of conflict between the professions.

In the discussion one speaker believed that the proposal to pay dispensing doctors on Tariff rates would create two classes of patients, those for whom the doctor dispensed and those for whom the pharmacist dispensed. He suggested that, in a village where there was no pharmacy, the Pharmaceutical Society should press for the dispensing doctor to be required to draw all his supplies in pre-packed form from a pharmacy.

MR. P. CREES believed that the thinking on health centres should be more objective. Given suitable salaries, pharmacy service in health centres might attract the young graduate who did not want to enter retail. MR. KERR replied that the "creaming" of prescriptions by the health-centre service could not be allowed. The alternative might be a group pharmacy started at the centre by those members who would lose from a pharmacy operated by the centre.

MR. F. W. ADAMS (secretary and

registrar) said that the question whether dispensing should be done in the health centre or outside was being discussed in a vacuum. Both systems had their points but, whatever was done, there must be an organic connection between the centre and pharmacies outside and the drugs used must be under pharmaceutical supervision.

A number of hospital pharmacists spoke strongly against Mr. Kerr's view on the labelling of medicines. They had difficulty, they said, in identifying tablets brought in with patients suffering from poisoning. MR. KERR replied that the system of coding products pharmacologically, which had been discussed with the British Medical Association and the Association of the British Pharmaceutical Industry, was one way to meet that difficulty. It was more important that labels should carry directions than names.

The difficult position of pharmacists faced with compulsory purchase orders was raised by MR. S. L. WEDGWOOD, Stoke-on-Trent. Was there some way in which branch officers might be brought in at an early stage by local authorities? MR. KERR replied that in Newcastle an approach to the planning authority had been welcomed.

A manufacturer's refusal to supply to a retail pharmacist a drug usually restricted to hospitals led to a discussion on relations between the Society and industry. PROFESSOR N. J. HARPER said the company might have adopted a different attitude if it had known why the drug was required. The pharmaceutical industry was part of pharmacy and the two should not "snipe at" each other.

At Cambridge the "catchment area" of the meeting corresponded to the territories of two Regional Hospital Boards. The president (MR. J. C. BLOOMFIELD) announced that the percentage of possible attendance of members (from the Cambridge, Ipswich, King's Lynn, Lowestoft, Norwich, Peterborough and Colchester Branches) of the Society was higher than at the previous week's meeting at Birmingham.

Principal subjects of questions after Mr. Darling's paper were sales of medicines by market traders, the display of medicines in pharmacies and the "ideal" pharmacy; after Mr. Kerr's, rural dispensing. The problem of limitation of pharmacies came up under both headings.

Drugs on Market Stalls

In view of Mr. Darling's suggestion that medicines should be displayed only under glass, what was the Society doing, asked MR. S. C. BOWMAN, King's Lynn, to prevent market traders from displaying analgesics on trestle tables in open markets? Mr. Darling replied that, while the Society could bring prosecutions in respect of sales from shop premises, the decision whether to take proceedings against a stallholder lay with the Attorney-General. Much evidence had been sent to him. MR. J. R. DALE (chief inspector of the Society) pointed out that after the "Greenwood" case, in which a decision favourable to the Society had come at a lapse of eighteen months, many

letters had been sent by the Society to market superintendents, many of whom were showing readiness to co-operate with the Society.

Answering MR. W. L. B. COLEMAN, Norwich, MR. DARLING saw no advantage to the pharmacist in having advertised medicines on open display on the counter. To put them behind glass would both influence the public to take a proper attitude to medicines and help the Council in its efforts to convince the Government that chemists were handling medicines responsibly. In his own pharmacy, where he had put the system into practice, turnover in medicines had been unaffected. MR. D. G. HUNT, Norwich, thought the Council might approach the shopfitters to produce suitable units.

Pharmacists were trying hard to find a future, said MR. D. J. CRAWFORD, Dunmow, in the face of threats to their turnover in medicines and household goods and even doubts about whether exclusive agencies for cosmetics could continue. The search was for an "ideal" pharmacy that would be attractive to post-graduate trainees. He thought the answer lay in a smaller number of "mixed" shops.

"Ecology" of Pharmacy Siting

MR. H. B. COULSON, Cambridge, turned the attention of the platform and of members to the relation between goods sold and the number of pharmacies. Every small community, he said, would like a pharmacy but that was economically impossible. In populated areas the present distribution of pharmacies was only possible on the basis of counter sales. If the number of pharmacies were halved, and they sold only medicines, the turnover for each could be about the same but the further apart they were the greater the inducement to supermarkets and other channels to take up the sale of medicines and "traditional" chemists' goods. It had been suggested that limitation would come in under comprehensive medicines legislation, but was there any real probability of that? In his belief, redistribution would come by educating the prospective proprietor that the minimum economic "catchment" area was a population of 5,000 people. The Society had let it be known that it would like fewer and bigger pharmacies but that carried the implication of greater competition from grocers and supermarkets. MR. DARLING, in the morning, said it was a misconception that the Council's policy was to prevent pharmacists from selling cosmetics and photographic goods, and in rural areas a member could apply for permission to extend the range of goods dealt in. In the afternoon MR. KERR said that the basic principle was that pharmacy was a necessary service to the community and that no community should be denied it. That disposed of the theory of "free entry." Steps towards the "ideal" distribution of pharmacies were necessarily slow. The hope was to lay proper foundations for the new generation coming into pharmacy. He agreed that too wide a scattering of pharmacies introduced other sources of medicines, and that was not in the public interest.

MR. F. BATTERSBY, Haddenham, challenged the Council that its Press officer was not educating the public that the pharmacist was the right person to dispense medicines. He should point out that "most inadequate" persons were dispensing medicines in many doctors' surgeries. MR. KERR replied that doctors were hard at work publicising, through such bodies as Women's Institutes, their stake in dispensing, but the pharmacists' point of view was now being strongly put. On the "general basic principles" laid down by the Minister of Health, patients were entitled to dispensing by pharmacists wherever practicable, and chemists in rural areas could "go out and get it."

MR. C. J. FELL, Saffron Waldon, said most people did not realise they had the option of going to a pharmacist for their medicine; nor that the doctors were "in it for the money." He was told by MR. KERR "Perhaps the difficulty is that, in a rural community, no pharmacist wants to quarrel with the doctor. Hence the value of the new situation since the Minister's statement of basic principles. He told MR. Q. G. DIBBS, Cambridge, that the Minister had been asked to define for Executive Councils the expression "inadequacy of means of communication" as a justification of doctors' dispensing. Another member suggested that the expression "dispensing doctors" should not be used ("surgery dispensing" was proposed by MR. A. A. JONES, Peterborough). MR. PATERSON, Holt, asked rural-area chemists to collect details of anomalies. So did MR. C. S. SMITH, Brandon, who gave a detailed analysis of doctors' dispensing in his own area. It showed that doctors held on to dispensing that was profitable to them, rejected the rest. Another member suggested that the Society and National Pharmaceutical Union should jointly produce a pamphlet giving the pros and cons on rural dispensing.

Methods of organising collecting points and deliveries of medicines came up for discussion and many members gave practical hints on how the matter had been dealt with in their own areas. Mrs. Lucas-Smith, Langley, Bucks, said that pharmacists could organise that public service better than the doctor, and patients in general preferred to get their medicine from the pharmacy rather than from a doctor's surgery or health centre.

"Only When Useful"

A strong plea to have the acceptance of "N.P." on prescriptions restricted to situations in which it could do some good was put by MR. D. J. SMITH, Brandon. It should be used only for items for internal use, or for dangerous drugs and antibiotics. He went in detail through six arguments for "N.P." on prescriptions put by Professor Dunlop in a letter to the *British Medical Journal*, scornfully exposing a fallacy in each. MR. COLE, Felixstowe, said he had addressed a Townswomen's Guild on the subject, but such useful propaganda could not always be done on a local basis. Why could not a leaflet be prepared on the subject?

IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

THE Minister of Health was asked by MR. J. RYAN what plans he had for future research on the effect of fruit syrups on the dental health of young children. Mr. Ryan also wanted to know of any direct relationship between the normal usage of rose-hip syrups and the prevalence of dental caries in young children. In a written answer on March 16 MR. KENNETH ROBINSON (Minister of Health) said that no increased prevalence of dental decay in young children had been found to be directly associated with the taking of vitamin supplements, including rose-hip syrup, but examination of the data was continuing to ascertain, if possible, whether there were any harmful effects when supplements were taken on a dummy.

Drug Costs in N.H.S. Hospitals

MR. NIGEL FISHER asked the Minister of Health, on March 13, the costs of drugs used in National Health hospitals for 1964, 1965 and 1966 and the proportions of total hospital expenditure which those figures represented.

MR. ROBINSON: £16 million, £17.8 million and an estimated £18.9 million in the three years 1964-65 to 1966-67; representing 2.94 per cent., 2.96 per

cent. and 2.89 per cent. respectively of total hospital expenditure. MR. FISHER: Against the generally rising trend in prices overall in this country would you not agree that it is really remarkable that prices of pharmaceutical supplies for hospitals have actually been falling? MR. ROBINSON: I would have said that the figures suggest that, as a proportion of total hospital expenditure, there was a remarkable consistency in the three years. Which I agree is not by any means unsatisfactory. MR. A. C. MANUEL: Would you not agree that there could nevertheless be savings if we had scientifically based pharmacists within hospital regions, where they could be attached to larger hospitals and be of use at the same time to smaller hospitals?

MR. ROBINSON: I am not sure what you are proposing but I do not think there would be a saving if we were to abolish dispensing by chemists. That would not be the case according to my information. MR. B. R. BRAINE: Can you confirm that your department's figures show that the use of new drugs since 1955 has saved in bed costs alone, about the bill? MR. ROBINSON: I would not like to confirm or deny that statistic without notice.

TABLETS SOLD WITHOUT PRESCRIPTION

Dundee pharmacist fined despite "no sale" plea

A DUNDEE chemist was fined £10 after being found guilty of a contravention of the Poisons Rules and Pharmacy and Poisons Act. The accused was Ronald McDonald Scott, M.P.S., 13 Chalmers Street, Dundee, managing director of George M. Davie (Dundee), Ltd., 236 Hilltown, Dundee. He denied that on September 6, 1966, his employees Edith Brown and Williamina Norman had sold to Beatrix Carroll thirty Dexten tablets otherwise than in accordance with a prescription.

After the verdict the advocate, for Scott, asked for a stated case. In evidence ten-year-old Mary Teresa Carroll told how her mother had sent her to the pharmacy for some items including the tablets. The assistants said they did not know whether they could give her the tablets, but after a telephone call did give them to her. When she went home her father took the tablets from her. James Carroll said his wife had had such tablets on prescription over a long period and, in co-operation with a doctor, it was decided she must stop them. That had been achieved, so witness got quite a shock when she again got Dexten tablets. He asked the police to investigate where the tablets had been obtained. For about two years previous to the incident his wife had not needed a prescription for Dexten tablets. Miss Frances Cowan, a shop assistant, said no charge had been made for the tablets: Mrs. Brown had told the girl she would have to hand in a prescription. Mrs. Brown said she was fulfilling an order when a note was brought to her that included a request for the tablets. As they required a prescription

it was decided Mr. Scott should be telephoned. Mr. Scott said they could give the tablets because the prescription would be coming in. She told the girl to ask her mother to hand in the prescription. Mrs. Norman said she had seen previous prescriptions for Mrs. Carroll. One was during July for tablets of a similar nature, and Mrs. Carroll had had a private prescription for Dexten more than a year before that. No prescription was ever handed in. Mr. Scott was not well that week, and witness forgot about the incident. No charge was made for the tablets. "They were supplied, not sold."

The fiscal said it appeared that the defence were not disputing the handing over or supply of the tablets, but whether there had been a sale. There was no definition in the Rules or in the Act as to what was a sale. It was not suggested there was a gift. The transaction was one for which remuneration was expected, either upon the prescription being sent to the National Health authorities or, if it were a private prescription, a charge against the customer. For the defence it was said that the Crown had failed to prove there had been a sale.

Sheriff Christie said the fact was that the drug, which should not have been sold, had got into the hands of someone who should not have had it. He had grave doubts about the prescription being asked for. If it had not been asked for, the suggestion could scarcely be made that the transaction was anything but a plain sale. What he could not get past was that, when the prescription was not produced, nothing had been done about it.

LEGAL REPORTS

Conviction Upheld

A CONVICTION of three men who conspired to steal, transport and sell antibiotic secrets owned by American Cyanamid Co.'s Lederle Laboratories has been upheld by the Supreme Court of the United States. The court refused to hear an appeal by Americans Nathan Sharff, Seymour Salb and Caesar Bottone, who had been found guilty in December 1965, after a six-week trial before a federal district court in New York, and each sentenced to two years in gaol (see C. & D., January 29, 1966, p. 102).

No Order Pending Action

THE Beecham Group, Ltd., Great West Road, Bedfordshire, were refused an order in the high court, London, on March 8, stopping Bristol Laboratories, Astronaut House, Hounslow Road, Feltham, Middlesex, and Bristol-Myers Co., Syracuse, New York, U.S.A., from advertising, offering for sale, selling or supplying hetaicillin, pending trial of an action between the parties. The Beecham company, claimed the defendants infringed four patents for ampicillin, when making hetaicillin. Mr. Justice Lloyd-Jacob said it was quite impossible for him to say that there was no substance in the defendants' objections to the injunction. He was not satisfied that the plaintiffs had established a *prima facie* case to justify him making an order which would stop altogether further dealings by the defendants in the materials in question.

Imprisoned for Drug Thefts

CHARGED at the quarter sessions at Huntingdon with breaking and entering the shop of H. S. Turner Chemist, Ltd., St. Ives, and stealing drugs worth £13 4s., Raymond Frederick Allen, 18 Elm Drive, St. Ives, was sentenced to 12 months' imprisonment; Keith Patrick Bates, 54 Sallowbush Road, Huntingdon, was sentenced to six months' imprisonment and Alan Stewart Grant, 50 Sallowbush Road, was similarly sentenced. Bates and Grant were also charged with being in unauthorised possession of Drinamyl tablets and capsules and tablets of dexamphetamine sulphate; while Allen was also charged with being in unauthorised possession of 1,000 dexamphetamine sulphate tablets. All pleaded guilty to the charges and the chairman, announcing the sentences, said the court was satisfied the youths had set out on a drug-peddling operation. A fine of £75, with six months' imprisonment in default, was imposed on Duane John Nicholson, 1 Coronation Avenue, Huntingdon, for receiving eighty Drinamyl tablets the property of H. S. Turner Chemist, Ltd., knowing them to have been stolen, and he was put on probation for two years for being in unauthorised possession of the drugs. Also charged with receiving 100 Drinamyl tablets, knowing them to have been stolen from the company was John Henry McIlwain, 23 Cowper Road, Huntingdon, who was also fined £75 and put on probation for two years for unlawful possession.

COMPANY NEWS

Previous year's figures in parentheses

CIBA LABORATORIES, LTD. — Mr. J. P. Perkins, D.S.C., J.P., M.A., has joined the company as joint managing director.

TIMOTHY WHITES & TAYLORS, LTD. — Group profit for year ended January 14, before tax, is £2,584,881 (against £2,723,555) from a trading profit of £3,517,602 (£3,514,887). Profit after corporation tax of £1,002,000 is £1,582,881 (£1,746,555). A surplus on sales of properties, etc., of £46,804 has been placed to capital reserve. A dividend of 11 per cent. is recommended for the year (same).

EUCRYL GROUP, LTD. — Turnover in 1966 increased to £2,964,782 (from £2,399,126) and profits before tax advanced from £368,527 to £402,076. It is recommended that the year's dividend be maintained at 12 per cent. with a special interim of 4 per cent., payable April 3, and a final also of 4 per cent., payable June 1. After increased tax the net profit was down from £249,570 to £240,204.

JOHNSON MATTHEY CHEMICALS, LTD., the company newly formed to take control of the Johnson Matthey group's refineries and chemical production facilities (including those of Johnson & Sons' Smelting Works, Ltd., Brimsdown, Middlesex) begins operations on April 1. The board comprises Messrs. H. R. Hewitt (chairman and managing director), G. A. Walker (commercial director) and W. A. L. Plews (production director).

Meetings of Creditors

CECIL NORMAN (CHELTENHAM), LTD., retail chemists, 15 Montpelier Walk, Cheltenham, Glos. — Creditors were told recently that the company, incorporated in December 1958, took over the old established business carried on by the late Mr. C. Norman, who died in October 1963. After his death his shares were acquired by his son, Mr. T. R. I. Norman, who became the managing director. The company had never traded satisfactorily, and according to the statement of affairs the company's liabilities amounted to £9,032, including £4,486 due to trade creditors, £2,079 to the bank, and £2,466 to the executors of Mr. C. Norman. After allowing £62 to a preferential creditor, the net assets were estimated at £1,968, leaving a deficiency of £7,064. Mr. R. P. Booth, 1 Wardrobe Place, Carter Lane, London, E.C.4, was appointed liquidator.

BOWDENHURST, LTD. (formerly Woman's World, Ltd.) cosmetic dealers, 17 Grosvenor Hill, London, W.1. Creditors were told at a meeting in London on March 10 that the estimated deficiency had been put at £204,144. The official receiver said the company had traded for only about 18 months. The failure had been attributed by the managing director (Mr. N. D. Steiner), to lack of working capital and the disappointing sales in the period immediately before Christmas 1966. The result was that the company was left

with large stocks that were not immediately disposable. At first the company sold cosmetics direct to the public through advertising in women's magazines, but the results were not encouraging. It was decided then to sell through agents and a sales promotion manager was engaged who had experience of that type of business. At first products were obtained from Steiner Products, Ltd., of which Mr. Steiner was a director. Later, arrangements were entered into involving a Swiss company and new finance was provided. Large stocks were purchased on credit from many suppliers and the cost had been estimated at about £100,000. The sales proved to be disappointing and Mr. Steiner had said that the company also had difficulties because agents did not collect book debts as quickly as had been hoped. The upshot was that payments to the company's suppliers fell in arrears and at the beginning of December 1966 the company found itself without funds to meet all its debts. Mr. Martin Spencer, 97 Park Street, London, W.1. was nominated by creditors to act as liquidator.

BUSINESS CHANGES

B. J. BOONEY, LTD., have opened a pharmacy in Coalisland, co. Tyrone, Eire.

Appointments

DETOREX, LTD., previously owned jointly by W. R. Grace, Ltd., and Berk, Ltd., has become a wholly owned subsidiary of W. R. Grace, Ltd., Elveden Road, Nondon, N.W.10, which will in future act as sole selling agent in the United Kingdom for Messrs. Grace.

GLAXO LABORATORIES, LTD. announce the following appointments effective from April 1: Mr. D. J. R. Farrant (manager of their Ulverston factory) has been appointed personal assistant to Mr. W. J. Hurren (the company's managing director). Mr. Farrant will be succeeded at Ulverston by Mr. H. W. Gurney (previously manager of the company's Barnard Castle factory). Mr. Gurney will be succeeded at Barnard Castle by Dr. A. H. Raper (the present deputy factory manager).

PERSONALITIES

MISS I. M. SILLAR, F.P.S., was recently elected president of the Pharmaceutical Society of Rhodesia—the first woman to hold that office. She is chief poisons inspector in Rhodesia and a past president of the Salisbury Soroptimist Club.

PROFESSOR J. W. FAIRBAIRN, F.P.S. (professor of pharmacognosy, School of Pharmacy, University of London) took part in a recent evangelical campaign at Tunbridge Wells, where he delivered an address entitled "Has Science Outmoded Christianity?"

MISS G. M. SHIRLEY has retired from the position of pharmacist in charge of production at E. H. Butler & Son, Ltd., Leicester, which she occupied from 1917. Miss Shirley is a past chairman of the Leicester Branch of the Pharmaceutical Society and for

many years a committee member of the branch.

MR. J. McQUIRK, 7 Ramleh Park, Milltown, Dublin, Eire, has retired as medical representative of Ayrton, Saunders & Co. (Dublin), Ltd., after almost forty years' service with the company. A Dubliner, Mr. McQuirk was one of the best known men "on the road." He served his apprenticeship with Boileau & Boyd, Ltd., which company he joined in 1903. After nine years with the company he went to the United States for some years and on his return rejoined his old company for five years. He then transferred to the Liverpool headquarters of Ayrton, Saunders & Co., Ltd., and, after spells of employment with two other companies, he settled down with Ayrton, Saunders & Co. (Dublin), Ltd.



GOLD MEDAL FOR PHARMACIST: The gold medal awarded by the police to Mr. K. R. Allsop, M.P.S., at the Guildhall, London, on March 10 (See C. & D., March 18, p. 248). The citation concluded "... by his considerable personal courage and total disregard for his own safety, Mr. Allsop attempted, single-handed, to arrest two violent criminals who showed by their conduct that they were prepared to go to any limits to gain their own interests."

DEATHS

SPENCER.—On March 6, Mr. Harry Spencer, M.P.S., 25 Balmoral Road, Accrington, Lancs. Mr. Spencer qualified in 1921.

WHITTLE.—On March 1, Miss Dorothy Mary Whittle, M.P.S., 30 Osborne Road, Newcastle upon Tyne, 2, formerly of Morpeth. Miss Whittle qualified in 1922.

HASSETT.—On March 11 Mr. Edmond Hassett, M.P.S.I., 9 North Main Street, Wexford, Eire. Mr. Hassett qualified in 1920 and was the proprietor of a long established pharmacy in Wexford. His son, Mr. Thomas Hassett, M.P.S.I., who qualified in 1955, will carry on the family pharmacy. A daughter (Mrs. Josephine Mary McEvoy, Westcliff, Enniscorthy) is also a pharmacist.

DICK.—On March 5, Mr. John Dick, M.P.S., 83 Kinellar Drive, Glasgow, W.4. Mr. Dick qualified in 1915.

MORTON.—On March 2, Mr. William Ewart Morton, M.P.S., 6 Osterley Avenue, Osterley, Middlesex. Mr. Morton qualified in 1904.

TRADE NOTES

Distributors in Britain.—Thos. Christy & Co., Ltd., North Lane, Aldershot, Hants, have acquired from the Paris perfume house of Cheraemy the distribution rights in the United Kingdom of Espace preparations.

Discontinued.—Fisons Pharmaceuticals, Ltd., Loughborough, Leics., have discontinued issuing Iodopix, 15 gm., Barquinol, 1 oz., Minibisks (sage and onion); and Slimfoods non-fat milk. Warehouse stocks are exhausted.

Shade Selector.—A four-page colour chart and shade selector has been produced for Maybelline eye cosmetics, distributors of which in the United Kingdom are Richards & Appleby, Ltd., York House, Westminster Bridge Road, London, S.E.1.

Distribution Change.—British Schering, Ltd., have since March 1, been distributing the 100 gm. packs of Prepacol previously marketed by Damancy & Co., Ltd. Orders for Prepacol should be addressed to Nicholas Laboratories, Ltd., 225 Bath Road, Slough, Bucks.

Pack Changes.—Kabi Pharmaceuticals, Ltd., Bilton House, Uxbridge Road, London, W.5, are withdrawing the old packs of Episkapron (syrup 20 per cent.; granules 50 per cent.; injection solution 50 mls 0.1 gm./ml) as from April 1, and all wholesalers or other stockists are being asked to return all such old-pack material to Vestric, Ltd., Speke, Liverpool, 24, by that date for credit. The new packs of Episkapron (syrup 30 per cent.; effervescent powder 50 per cent.; injection solution 10 mls 40 per cent.) will continue.

Competitions

Paris Holiday for Two.—First prize in the competition organised by Dana Sales, Ltd., 6 Paddington Street, London, W.1, for sales assistants was Miss Margaret Dean, Broadway, 137 Church Road, Penn Fields, Wolverhampton.

Majorca Holidays.—Among sixteen winners of the Beechams Foods "Spring holidays-for-two-in-Majorca" competition for the period ended February 10 were Mrs. L. Crann, M.P.S., 151 South Parkway, Seacroft, Leeds, 14, and Mrs. J. Charles (T. L. Bullock, M.P.S.), 201 Holburne Road, London, S.E.3.

April in Paris.—First prize in a competition organised by Jackel & Co., Ltd., Kitty Brewster Estate, Blyth, for sales assistants is a long weekend for two in Paris. There are also fifty consolation prizes of a long-playing record selected from the "top ten" L.P. charts. Entry is open only to assistants selling Nutress protein beauty products. Sales points have to be put into the same order of importance as in selling the products to customers.

Premium Offers

KIMBERLY-CLARK, LTD., Larkfield, Maidstone, Kent, Kotex feminine towels. With every pack a coupon entitling to one shilling off all packs of Gibbs' Sure deodorant.

JEYES GROUP, LTD., High Street, London, E.13. Three Hands disinfectant. Threepence off 8-oz., fivepence off 12-oz. sizes.

TONI Co. Casual hair colour. Pair of real-hair Eric Douglas eye lashes at half price.

NEW PRODUCTS AND PACKS

NURSERY PRODUCTS

Lotion, Shampoo, Pants.—Trimster Co., Ltd., Bowcourt, Westcott, Dorking, Surrey, have introduced a new product, Trimster cradle-cap lotion, for the treatment of infantile dandruff. The lotion is greaseless and is said to restore the baby's scalp to a healthy state and impart lustre to the hair. Active ingredients are salicylic acid (to remove unsightly scales), 1 per cent., and bithionol (a long-acting skin antiseptic to minimise recurrence) 0.15 per cent., with spreading and penetrating agents, lanolin derivatives and other conditioners. Pack is a bottle of 26 c.c. A companion 55-c.c. bottle of baby shampoo is also being marketed. Another new product is the Trimster trainer pant which is lined with a fine-quality, quick-drying towelling inner and is covered with a waterproof plastic that gives extra protection. The trimster pant is fully washable. Two sizes are offered in pink, blue, yellow or white.

For Baby's Comfort.—Two new products from Maw's Pharmacy Supplies, Ltd., Barnet, Herts, are Tufty tails, an extra absorbent throw-away nappy pad, and Tufty pants, which are designed to hold the pad. The nappy pad has a reversible cover of bonded fabric which, unlike net or gauze, prevents any of the filling coming through and fluffing. The fabric helps to spread moisture and is supremely soft against the skin. The filling consists of extra soft pulp cellulose, which does not fluff or break up when wet. The firmly sealed ends of the pad make it easy to slot Tufty tails into the pockets provided in Tufty pants. Tufty pants are adjustable, and are made of soft, pliable long-life plastic, and are available in three sizes. Size 1 for babies from birth to 13 lb. in weight, Size 2 for babies weighing 11 to 22 lb. and Size 3 for babies weighing 20 lb. and over. Tufty tails are issued as follows:—Newborn in a 12-pack. Standard for the baby over three months in a 12-pack and a 25-pack.

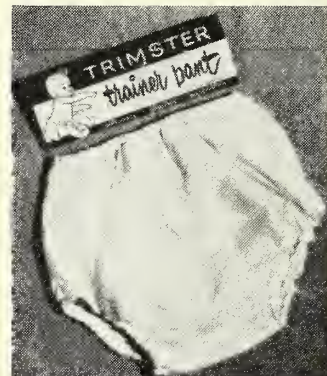
COSMETICS AND TOILETRIES

A Quintet.—J. & E. Atkinson, Ltd., 45 Portman Square, London, W.1, are now offering their Italian-packaged range of English Lavender in five packs—2, 4, 7, 14 and 28 oz.

New to the Series.—A skin cream with moisturiser has been added to the Quickies series distributed for Associated Products England, Ltd., by Fassett & Johnson, Ltd., Worsley Bridge Road, London, S.E.26. It is available in containers of two sizes.

A Body Lotion for the Summer.—New from Revlon International Corporation, 86 Brook Street, London, W.1, is "Silk of Aquamarine,"

described as having a rich, sea-blue pearlescence that "scents, silken, softens—swathes the body in a gentle, lilting, summer fragrance." It

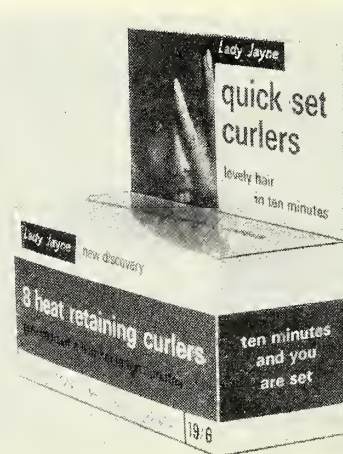


is designed to be used over the entire body and to "radiate the soft, summer fragrance of Aquamarine hour after hour." The container is a frosted glass bottle with a gold cap.

New Fashion Shades.—Cutex nail polishes and lipsticks are now available from the manufacturers Chesebrough-Pond's, Ltd., Victoria Road, London, N.W.10, in a new series of spring "Young Love" colours (Chick Pink, Slick Chick, and Chick Red).

Handbag Hairspray.—Elizabeth Arden, 25 Old Bond Street, London, W.1, draw attention to a new product *Mémoire Chérie* handbag hairspray. "A quick recomb and then a gentle spray," they say, "will not only keep your hair in place without making it sticky but will leave you with the unforgettable fragrance of *Mémoire Chérie* perfume."

Heat Curlers.—Lady Jane quick set hair curlers introduced by Laughton and Sons, Ltd., Warstock Road, Bir-



mingham 14 are said to set the hair "in minutes." The rollers are immersed in boiling water for 10-15 minutes and they are ready to use on every type of hair. The central core of Lady Jane curlers contains a special heat retaining cartridge designed to ensure the

temperature is maintained long enough to set the hair. The method is said to be safe for children's hair as well as for adults.

Additions to Range.—The Right Guard range of products of Gillette Industries, Ltd., Great West Road, Isleworth, Middlesex, has been in-



creased by the inclusion of a convenient slim-line 2½-oz. can that stows easily among the "variety of necessities" requiring accommodation in the hand-bag, and a new economy 4½-oz. household pack.

FOODS

Protein Foods for the Young.—The Gerber Division of Brown & Polson, Ltd., Claygate House, Esher, Surrey, have introduced four new protein



varieties to their range of strained and junior foods for baby: Bacon and egg (strained and junior); cheese savoury (strained) and Cheese and macaroni (junior).

PRODUCTS FOR ANIMALS



An Antiseptic for Pets.—Unicliffe, Ltd., Stonar, nr. Sandwich, Kent, are entering the pet care market with TCP pet antiseptic. Formulation of the product has been prompted, they say, by thousands of requests from pet owners on the use of TCP for their pets. The product is based on TCP liquid antiseptic but contains a special wetting agent for easier penetration of the fur.

HOUSEHOLD PRODUCTS

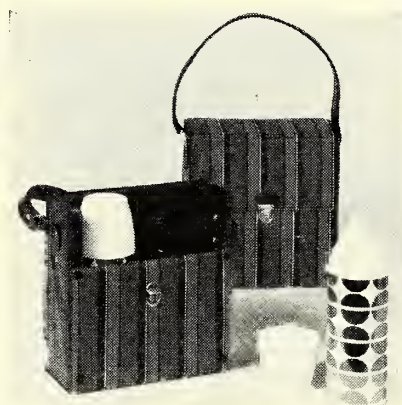
In New Colours.—Cupal, Ltd., Shaw Street Works, Blackburn, Lancs, are



now issuing their Astral air-freshener block in new presentation in show boxes of twelve, 2 doz. to the outer, at a recommended consumer price of 1s. 3d. The new colours are blue, red, yellow, green and black.

SUNDRIES

Flask in Carrier.—The Picnic-master lunch Karrier of British Vacuum Flask Co., Ltd., Wilson Road, Huyton, Liverpool, includes 16-oz. Vax vacuum flask, while leaving ample space for



packets of sandwiches, cakes or fruit. "Its very attractive appearance," state the makers, "is unashamedly designed for the younger set." The PVC bag has blue and olive stripes with a black surround. The handle is adjustable for shoulder sling or hand grip.

Atomising Device.—Jilton Manufacturing Co., Ltd., Wellington Hall, Almeida Street, London, W.1, are marketing a new device with which to atomise liquids: the J-spray. They

state that, when aerosols are used for spraying, 75 per cent. of the purchaser's outlay is lost when the container is thrown away. "Your own electric J-spray gives you the convenience of a ready-to-use spray unit and real economy as well, because you can buy your supplies in bulk." The J-spray is a lightweight, electrically powered atomiser designed to dispense fluid quickly, efficiently and economically. Smaller and lighter than a 14-oz. aerosol can, the J-spray is sold with a six-months' guarantee and requires no up-keep.

FAMILY PLANNING REQUISITES

Sequential Oral Contraceptive.—A sequential oral contraceptive introduced this month by Ortho Pharmaceutical, Ltd., Saunderton, Bucks, is composed of the same synthetic hormones as Ortho-Novin which, in 2-mgm. tablet, is claimed one of the most successful oral contraceptives in world-wide use. The new product is named Ortho-Novin SQ. A month's supply consists of 21 tablets (fourteen white and seven blue). The white tablets, which are taken from day 5 to day 18 of the menstrual cycle, contain 0.1 mgm. of the oestrogen mestranol, and the blue tablets the same quantity of oestrogen



plus 2 mgm. of the progestin norethisterone; they are taken from day 19 to day 25. The sequential administration of two hormones required for contraception mimics normal endocrine processes involved in the menstrual cycle, and is understood to reduce such side effects as increase in body weight. Clinical reports attesting to the efficacy and reduction in side effects of such a formulation note that weight loss occurs slightly more frequently than weight gain, and that neither is marked in most patients. Studies have also shown that the endometrial effects of mestranol - norethisterone sequential therapy more closely resemble those of a normal ovulatory cycle. Ortho-Novin SQ is packaged in a variation of the Ortho Dialpak.

Council's Views on Branch Resolutions

FINAL REPORT ON MAY DECISIONS

THE Council of the Pharmaceutical Society of Great Britain has issued a report supplementing its interim report of October 1966 (see *C. & D.*, October 29, 1966, p. 416) on the resolutions passed at the Branch Representatives' meeting in May 1966.

Planned Distribution of Pharmacies

THAT it is the opinion of this meeting that the planned distribution of pharmacies is desirable and that legislation should provide for its implementation.

Information has been collected on the distribution of pharmacies in a number of European countries, and studied by the Practice Committee. Further inquiries are being made and the report is being prepared.

A Committee has been set up to consider the survey of general practice in Europe in detail and to prepare a plan for general practice in Great Britain.

Information on Incompatibilities

THAT it is the opinion of this meeting that, owing to the volume of ethical preparations and an increasing complexity of incompatibilities and side reactions, the Society should consider a scheme for issuing and keeping up to date information dealing specifically with this problem.

The new edition of Martindale, published on February 28, deals comprehensively with this subject. The Society's journal and its index of new products provide the information in reference to new products. It is hoped to publish an article on the subject in the Society's journal.

Availability of Pure Substances

THAT it is the opinion of this meeting that, when drugs are made available to the medical profession, after undergoing the necessary trials, the pure substance contained therein should be available to pharmacists in hospital and general practice, together with information on their solubility and stability in various appropriate solvents.

This matter was discussed at a joint meeting of the industry practice subcommittee and the hospital practice subcommittee where it was stated that information about active ingredients is usually available from manufacturers, and that, where a case can be made, the pure substances will be supplied. But there are numerous problems of formulation which indicate that it could not be a general rule that such pure substances were always made available.

Standardisation of Ethical Packs

THAT it is the opinion of this meeting that the Pharmaceutical Society, in conjunction with the Association of the British Pharmaceutical Industry, should endeavour to bring about a standardisation of ethical packs.

The industrial practice subcommittee pointed out that tablets for dispensing were usually supplied either as unit packs or in bulk, the latter being necessary where frequency of dispensing was such that payment under the N.H.S. contract was based on the fact that a bulk pack was being used. It was said that manufacturers favoured the use of unit packs, although that did not imply that standardisation was either possible or desirable. Such unit packs would normally be based on a course of treat-

ment and it followed that there would be a wide variety of packs based on the various types of treatment required. On the other hand, it was possible that one preparation might be used for different treatments and consequently there would not be uniformity in the number of tablets prescribed. For that reason, standardisation of tablet packs was not considered practicable.

Advertising by Pharmacists

THAT it is the opinion of this meeting that the Council of the Society in its endeavour to maintain the dignity of the profession, should prohibit "authorised sellers of poisons" from all external advertising to the general public.

At the Branch Representatives' meeting the following amendment was moved by the Council and approved, subject to the deletion from subparagraph (g) of the words "provided no restricted titles are used":—

"Advertising of goods or services should not be undertaken by pharmacists or corporate bodies if it relates to activities carried on in registered premises to which the public have access. Advertising includes any publicity inspired by a pharmacist or corporate body, or having his or its concurrence, which deals with his or its pharmaceutical activities. Provided that this shall not apply to:—

- The use of approved restricted titles on labels, business stationery, facias or other appropriate positions.
- A notice on the premises, not exceeding 20 in. x 16 in. stating that National Health Service dispensing is carried on there.
- A sign or notice inside the pharmacy indicating where prescriptions are received or dispensed. It should be of no greater prominence than is necessary to give direction to the patients in the pharmacy.

- The display of goods and show material in the windows or interior of the premises.
- Announcements about dispensing services agreed by a branch of the Society or a local pharmaceutical committee appointed under the National Health Service.
- Formal announcements in the Press referring to the opening of new pharmacies or changes of ownership, provided that they appear in one issue only and do not exceed two columns in width or 3 in. in depth.
- Advertisements in the Press or other approved media for perfumes, cosmetics, toilet requisites, photographic services, material and apparatus and other goods approved by the Council, provided no restricted titles are used.

"Advertising by other persons or bodies which, by implication, identifies a pharmacist or corporate body with such advertising should be regarded as undertaken by that pharmacist or corporate body unless he or it can satisfy the Council that it was done without his knowledge and consent."

The original amendment, together with a report of the discussion at the Branch Representatives' meeting, and an editorial comment on that discussion made in the Society's journal, June 4, 1966, were circulated to Branch secretaries for discussion. Branch secretaries were asked to send the comments of their Branches to the office before January 1, 1967, as the Council intended to submit a motion on the subject at the annual meeting in May.

In view of the uncertainty arising from the Appeal Court judgment in the Dickson case, and the further appeal to the House of Lords, the Council has decided not to bring a motion on advertising to the annual general meeting.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Passing Into Other Hands

SIR,—Attention has been drawn to the fact that the hospital pharmacist may give place to the doctor for the position of pharmacologist. However, there is another province to which insufficient attention has been given—the greater utilisation of those radio-nuclides which require pharmaceutical procedures. The information on this has largely been in the hands of physicists and biochemists, except for a few hospital pharmacists. It would appear imperative that, if pharmaceutical participation is to become an essential part of nuclear medicine, an effort must be made now, otherwise what is surely a most rewarding aspect of pharmaceutical science will inevitably pass into other hands.

MERVYN MADGE,
Plymouth

Closed Accounts

SIR,—Taking points from two of your correspondents (*C. & D.*, March

18, p. 252) I note the first (Corbyn, Ltd.) have had their account of thirty years' standing closed by Messrs. Yardley. The second (Mr. Bellamy) scorns intimidation by salesmen. My point is that, if one says "No" to Yardley's man too often one is "struck off." Personally I took his hint: I "re-signed."

NOT WITH IT

SIR,—Messrs. Corbyn Ltd. are not the only people to have their Yardley account closed. Many hundreds of similar accounts were closed earlier this year. It would appear that Messrs. Yardley have adopted the American high-pressure sales technique; also a form of blackmail (by threatening to close an account if the chemist does not buy everything the representative offers, and in the quantities he thinks you should have). Messrs. Yardley could regret the change of policy in the near future. There are other cosmetics!

GEOFFREY LOWTHER,
Bolton, Lancs



CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at

28 Essex Street, Strand, London, W.C.2

TELEPHONE: CENTRAL 6565

Successes Without Doubt

ON the strength of the support which the Society's Council received for its experimental regional conferences in Birmingham and Cambridge on March 12 and 19 it will almost certainly find itself under pressure to stage similar events in other parts of the country. Therein lies some difficulty. To the Council it may seem just as good to stage a conference in which the lead will be taken by the chairmen of other committees instead of those of the Ethical and Practice Committees.

That raises the question of what the experiment really amounted to. Was it the experiment of providing chairmen of two Council Committees to expound the policies of those Committees? Or was it to take the subjects of greatest topicality and importance and to give members in an area the benefit of the latest Council thought and action upon them? Whatever the original intention of the Council we believe it is the second of those possible purposes that attracted such considerable audiences and discussions. Both Mr. Darling and Mr. Kerr put forward closely argued and effectively presented statements on subjects that have for a period certainly of months and perhaps of years been in the forefront of members' minds and on which they can hardly be given too much information.

At Cambridge Mr. Stearn, a veteran in pharmaceutical gatherings (he was for many years treasurer of the National Pharmaceutical Union) described Mr. Darling's address as one of the best he had heard for years, and other speakers were no less complimentary. At Birmingham the response was equally enthusiastic. Comments heard included "Wonderful idea . . . opportunity to see some members of Council . . . some clear-thinking people working on our behalf"; "insight into what is going on"; "the provincial pharmacist, who envied his metropolitan colleagues, now has no need to."

Undoubtedly the fact that the speakers were going to be called on to face such audiences had a wonderfully concentrating effect on their thinking, and similar experience would be salutary also for the chairmen of other committees. But is it to be supposed that the activities of the Law Committee, or the Benevolent Fund Committee, for example, would have the same magnetic effect on members, drawing many of them considerable distances to a meeting on their day of rest? Hard as it may bear upon Messrs. Darling and Kerr, who have sacrificed two Sundays in succession, we cannot but feel that it is they and not their colleagues who are going to be called upon to make further such sacrifices.

As to the contributions from the floor, what did they show? As expected, that rural dispensing is a live issue at Cambridge. There was a demand for greater action from headquarters on the subject, but also some hint of effective action already organised locally.

Both at Birmingham and at Cambridge few voices were raised against Council policy. No doubt such meetings tend to be visited mainly by the converted, but by no means all present could—from the criticisms voiced—be so classified and even the converted must have returned strengthened in their convictions. They must also have returned home more competent to spread ideas of professional solidarity among non-attenders and especially among those to whom the Council has found it so hard to get through by any method.

Time to Refocus

EVENTS of the past twelve months have considerably changed conditions in the retail photographic business. A major factor in the change was the publication (see *C. & D.*, May 7, 1966, p. 446) of the Monopolies Commission's report on the supply and processing of colour film. The Commission's recommendation that Kodak, Ltd., should lower retailers' discounts on their colour films and processing, so as to yield profits not greatly in excess of those for black-and-white films, has been carried into effect (see *C. & D.*, August 13, p. 143 and October 8, p. 347). More recently the company have abandoned resale price maintenance on their black-and-white films and lowered the discount to 30 per cent. (*C. & D.*, March 4, p. 200). The lead they have given in "freeing" prices has been followed by Ilford, Ltd., but Messrs. Ilford did not, however, alter the discounts on black and white films. Even more recently the announcement has been made (*C. & D.*, March 11, p. 217), that Kodak cameras and films are being put on sale at most branches of F. W. Woolworth & Co., Ltd., during the coming months.

Chemists may well ask themselves the question—suggested by the Photographic Dealers' Association (p. 273)—whether it is worth while to continue stocking cameras that in all probability will be available in supermarkets throughout the country. They should, however, not fail to take into account that, although cameras selling at under £10 each have in recent years made up the bulk of sales, a wide variety of equipment is available at higher price ranges and offering a wider scope than the cheaper equipment. It thus has advantages for the "hobby" photographer who uses his camera as an ancillary to another pastime, and it is towards that user of photography that the chemist operating a photographic department should now be orienting his sales efforts. The more complicated equipment obviously needs more "selling," but the field is one in which the chemist is at an obvious advantage over the supermarkets, to which only the product with a high rate of turnover has any appeal. The supermarkets cannot be otherwise than reluctant to allow their staffs to spend time on lengthy demonstrations (though it is to be noted that Messrs. Woolworth have announced that their staffs are to receive some amount of training in selling Kodak equipment). Whatever stock the chemist decides to carry, one essential is that he should be thoroughly familiar with it, another that he should study and identify the requirements of his customer so as to be in a position to meet them.



"OPEN SHOP"

An unscripted commentary on the special problems of the pharmacist in general practice

By E. C. TENNER

I REGRET to have to admit that today I failed to dispense a prescription promptly, and the patient will have to return tomorrow to collect her tablets. The reason for this was that I was not personally aware that the maker had for some reason known only to himself changed both the type of container and the colour of the label, and by not seeing the familiar pack on the shelf I had falsely concluded that we were out of stock of the preparation. Why do makers change the colour and style of their labels for "ethicals"? I can understand that change is occasionally necessary for counter lines, though even with them grave difficulties can be caused if pack sizes are changed. This is particularly important in regard to changes in heights of packs which, if altered, may make it necessary for the item concerned to be moved to a different shelf — not always too easy a matter when every inch of shelf space is already spoken for. However, in the case of "ethicals" there can be little real reason for changes in either label or pack, and I would appeal to makers not to make such changes without first carefully considering whether or not they will serve any real purpose. I would instance two examples of change, apparently for the sake of change and nothing else, that have annoyed me. Quite recently one maker produced a new style of label for his products which, whilst pretty at close quarters, is quite unreadable across the width of the dispensary. A few years ago another maker whose labels were previously quite easy to distinguish apparently decided that his products would look better if all the labels were in the same colour. Unfortunately he produced both tablet XYZ and tablet XYZ-with-phenobarb., and the "phenobarb." was in such small type as to be barely readable. The result was that we hastily salvaged one of the old containers for that item and still have it in use. "Pretty-pretty" things certainly have their place in life, but in a busy dispensary the most important matter is that labels should be easy to distinguish from one another, with names and strengths in good bold type. Generally I would suggest to all manufacturers that, before introducing new labels they should take some samples to the nearest busy pharmacy and have the benefit of some good practical advice.

Praise for a Manufacturer

There was surely a remarkable feature in the recent Monopolies Commission case on infant milk foods that deserves some comment. Whilst one would reasonably have expected the whole-hearted support of Glaxo and Trufood, in view of their close connection with pharmacy over so many years, it was surely a wonderful thing to find Cow & Gate giving such help to pharmacy, when one considers that, apart from the infant milk food, they have little other connection with us. This appears to me as a fine example of big business acting for the public good regardless of any other factors involved, and one would hope that, in like circumstances, other large firms would act in a similar manner.

Names from the Past

In view of the fact that certain extracts from my articles were used by the National Pharmaceutical Union in their recent efforts to increase the number of pharmacists using the Clearing House, I was pleased to learn that a number approaching 500 had become regular users. Collectively I would think that they will be better off by about £5,000

a year, and what is probably just as important there will be a considerable profit to the National Pharmaceutical Union that will help to keep down the subscription to its present low level. To turn to another rather interesting facet of the clearing-house a few days ago I was emptying one of our filing cabinets and happened to open an old copy of a clearing-house record book. Actually it was for the period 1949-50, and reading it suggested to me that books such as this could tell us quite a lot about the many changes that have taken place in general-practice pharmacy. One thing that particularly struck me was the number of names which, by reason of the many mergers and take-overs of recent years have disappeared from our books. There must be many present-day regular readers of the *C. & D.* who have never even heard of Ensign, Ltd., J. C. Eno, Ltd., Burgoyne Burbidges & Co., Ltd., County Perfumery Co., Ltd., Herts Pharmaceuticals, Ltd., and many others whose names have now disappeared from the clearing-house list.

Design Approved

Whilst dealing with National Pharmaceutical Union matters, may I congratulate those responsible for the design of the new prescription bags, which must surely rank as one of the smartest paper containers ever produced. We have put them into use in our own pharmacy, and have already had some pleasing comments from patients regarding them. I would like to think that the vast majority of pharmacists in general practice will use them. Surely it is essential that our dispensing should not only be good, but should also be seen to be good, and one way of achieving this is to hand over the final product in a quality packing of this type.

ONE HUNDRED YEARS AGO

PROPOSED EXTENSION OF PHARMACY ACT

From *C. & D.*, March 15, 1867

THE president and Council of the Pharmaceutical Society seem most anxious to complete the good work that was commenced with so much earnestness in 1841 by the London chemists and druggists. They have caught the reforming spirit of the age, and have come to the conclusion that it is better to keep moving than to "rest and be thankful." They no longer regard the Pharmacy Act of 1852 as an adequate measure for regulating the qualifications of chemists and druggists, and are prepared to make another great effort to attain with the help of the legislature, the object for which the Society was instituted. By frank explanations and liberal concessions they have converted their old opponents into staunch supporters, and they may now apply to Parliament for new powers, not merely as representatives of a chartered guild, but as the recognised leaders of the great body of chemists and druggists. . . . Every chemist and druggist may read with profit the following passage from the report of the Committee that framed the first laws of the Pharmaceutical Society:—"The influence which chemists and druggists possess as a body, when their efforts are combined, has been demonstrated in a manner which affords every encouragement to perseverance. It is equally manifest that if they relax in their exertions, or allow any minor considerations to interfere with the zealous and harmonious performance of the duty which they owe to themselves, they will inevitably sacrifice their independence, and be deprived of many of their existing privileges, by becoming subject to extraneous jurisdiction."

A Processing Service a Pharmacist Founded

A SOUTH LONDON BUSINESS AND ITS OPERATION

DIRECT successor to a photographic processing department opened by Mr. J. H. Bailey, M.P.S., at 61 Old Dover Road, Blackheath, in 1925, is the London Pharmacists' D & P Service, Ltd., 76 Nightingale Grove, London, S.E.13. Flourishing still, it is one of the minor success stories of industry.

Mr. Bailey had not long been operating the department before he found that he could no longer continue processing at the pharmacy, because it involved too much work. Not only were his own customers bringing their work to him but other pharmacists in the neighbourhood were calling on him to do their photo-processing for them. Confident that the business would expand he therefore opened a works in nearby St. John's Park Road (now Stratheden Road).

The business did indeed continue to grow, and after three years larger premises had to be looked for. None that



Modern drum dryers have replaced the funnel method of drying formerly used (see illustration below). The illustration also shows sorting of prints being carried out.

deployed in making daily visits to chemists throughout a large section of the London area. During the 1939-45 war there came a severe setback in that so many chemists in the Stratford area were bombed out that the run had to be discontinued.

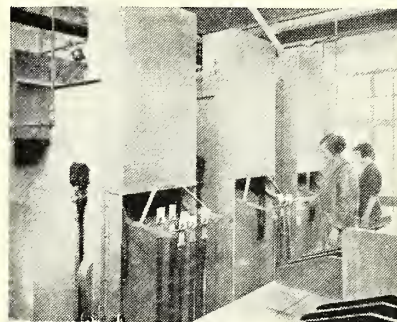
Today the company's territory extends from Oxted, Surrey, in the south to as far north as a line from Bond Street through Regent Street and Kingsway to Aldgate. The Austin 7's of the 1930's have been replaced by five Morris Minor 1100 cars and two vans, the cars run on commercial licences and with their rear seats removed to give more space for collected and finished work.

In 1939 Mr. Bailey was joined, as senior enlarger, by Mr. A. A. Morris, the present general manager, though Mr. Morris had hardly arrived before he was called up for war service with the Royal Artillery, being given his present post after his return.

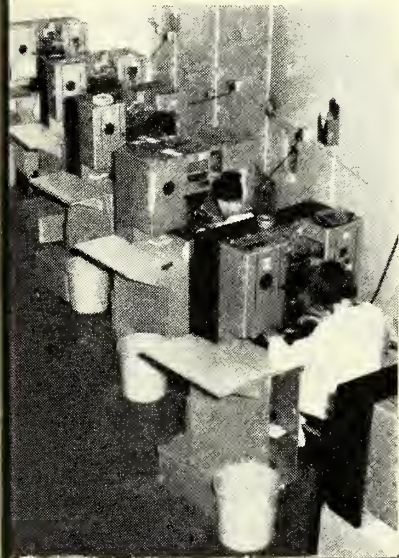
The pharmaceutical element in the control of the company ended with the death of Mr. Bailey, but the trading connection remained, and the majority of the company's business continues to be with chemists.

Next Big Step

The next big step in the company's development took place in 1961, when



Drying funnels used in 1930.

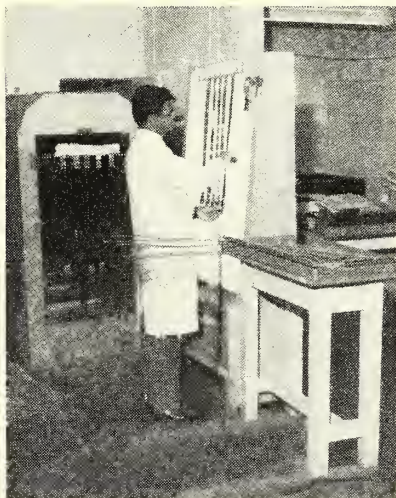


A view of the company's battery of contact printing machines.

were suitable could be found in the vicinity, and Mr. Bailey became convinced that the best solution to his problem would be to build a completely new works designed and equipped specifically for photographic processing.

The project as he envisaged it would have required greater financial resources than he could command, so he entered into negotiations with Kodak, Ltd., and as a result the company under the name it still bears, was formed as a subsidiary company of Kodak, Ltd., with Mr. Bailey as managing director. Having now the resources of an international company at his support Mr. Bailey was able to go ahead and acquire the present site in Nightingale Grove. By April 1930 the factory had been completed and work was in progress.

The company has continued to progress. Its fleet of Austin 7 cars was



Examining transparencies for faults before packing and dispatch to the customer.

the decision was taken to engage in colour processing. After a short period during which processing was done by hand, the volume of work grew to a point at which it called for machine processing. The company's staff, under the leadership of Mr. N. Bailey (son of the founder) therefore set to work and designed their own machine. Castings were made locally at the Mitcham foundry, and the machine was in operation by 1962. Later the younger Mr. Bailey emigrated to New Zealand, and the management of the company became what it is today, with Mr. Morris as general manager, Mr. A. J. Wyatt in charge of colour processing, and Mr. P. Rolands head of the monochrome department. The staff number about fifty in summer and forty in winter. Plans are laid to replace in the near future the two present monochrome processors and to install also a Kodak 135/126 colour film processor.



A feature of the company's policy that may interest pharmacists, in view of current discussions on the subject, is that it does not advertise, its pre-

sent position having been built up entirely on recommendation. That principle lay behind, for example, the choice of cars rather than vans for delivery

and it has been continued by Mr. Bailey's successors. The company has some reason for pride in its achievement in following its chosen policy.



A contrast between the transport used in the 1930's and that of today. The team of drivers is now exclusively female, that of 1930 was all-male.

Closed Circuit Television

MODERN VISUAL METHOD AIDS PHARMACOGNOSY

THE aim of every good teacher is the establishment of perfect communication with his students. With that object in view many visual techniques have been exploited, including wall-charts, epidiascopes and slide projectors, but no medium of communication has made an impact comparable with that of television. From the mass medium of broadcast entertainment the television camera has moved into the lecture room and the teaching laboratory.

The advantages of television are many, dependent on the equipment available. Television monitors function satisfactorily in normal daylight, thus avoiding the need for blacking-out and consequent inability of observers to write notes. Subjects televised may be viewed in remote classrooms or laboratories—an obvious advantage when dangerous operations or activities in confined spaces are involved. Modern television screens permit group viewing, the number of persons viewing a particular action being limited only by the size and number of screens available. If sufficient cameras can be employed, separate subjects in different places can be screened in sequence, intermittently or even simultaneously, producing a definite programme of events. A further advantage is the enlargement of the object or action, enabling more viewers to see detail simultaneously. Television is an extremely flexible medium because pictures can be repeated, stopped or enlarged at will, whereas the instructional film must run its predetermined course.

Threefold Application

In pharmacognosy, closed-circuit television offers a threefold application. First, it permits the direct viewing of the field of the microscope by a group of people, specific objects or details being readily identified by the teacher using an external pointer directly on to the screen, or by use of a built-in pointer, the substage condenser being focused on the pointer, which is positioned at the light source. The image on the television screen is

brighter than that obtained with any micro-projector, and, in presenting the subject as actually seen, offers a great advantage over the much simplified line diagrams used in text-books. As control of contrast is by electronic means, depth of staining of preparations on microscope slides is not critical. Nevertheless great care is necessary in selecting material for screenings the ideal being thin, even sections prepared using an efficient microtome.

Experience at Liverpool College of Technology shows that students rapidly acquire, after television demonstrations, the ability to recognise cell forms when using the optical microscope. Recognising the elements present in powdered materials is more difficult, as powder particles seldom orientate exactly in the aspects sketched in text-books. Despite that difficulty rapid progress is possible given a teacher who is prepared to identify the particles as they appear on the screen. When a series of different slides require to be demonstrated, it is advantageous to use more than one camera. Then, whilst one slide is being discussed, the next can be brought into focus and a suitable area of slide selected for transmission. One disadvantage is the lag of the image on the screen, a property inherent in the Vidicon tube (a type of television camera that employs an electron beam impinging on a photoconductor to convert an incident light image to an electrical television signal); it can be minimised by efficient lighting of the subject. The image lag is caused by the fact that the response of the Vidicon tube is not directly proportional to the intensity of the light fall upon it. Brighter light requires a lower voltage to be applied to the photoconductor, consequently the electrical signal alters more rapidly. Poor lighting is associated with sluggish change of the signal and results in blurring or "ghosting" of the image of a moving object.

Small-scale Operations

Second application of closed-circuit television in pharmacognosy facilitates

the demonstration of small-scale operations such as spotting techniques on chromatography papers or plates, dissection techniques, semi-micro chemical tests, etc. Normally such operations are seen clearly only by the two or three people nearest the demonstrator, other spectators seeing little more than the heads of those in front of them. By removing such obstructions, the television demonstration immediately reduces to a minimum the inevitable repetition of the technique. That application of television, is not restricted to pharmacognosy and can be readily exploited in other disciplines, e.g. histological techniques, bacteriological techniques, etc. Any event in the televised sequence may be easily repeated as required by the demonstrator or students. In pharmacognosy, crude drugs may be demonstrated and described with ease, the ultimate image on the screen being large enough for the whole group to see and understand. In this specific application colour television would be advantageous.

Zoom Lens

Third application of closed-circuit television is in the screening of large-scale activities (e.g. volatile oil stills, extraction plant, etc.). Such use is enhanced by the "zoom" lens, which permits viewing of a general scene interspersed with close-ups of significant details (e.g. switches, dials, recording devices, liquid levels, etc.). We have applied this technique with success in pharmacological experiments, the cameras being so sited that the general scene, the site of dissection and the pen-recorder units can be screened in the sequence required. The number of students seeing a particular experiment satisfactorily is thus considerably increased and the number of repeat demonstrations significantly reduced.

The following equipment is currently employed in our laboratories and lecture rooms:—

Cameras

EMI Mark 6 with control unit (Video output only).

EMI Mark 8 with remote control unit (radio-frequency and Video output).

Interchangeable lenses:—

1 in., 2 in. and 4 in. lens.

1-10 in. Voigtlander remote-controlled "zoom" lens.

Camera equipment

Tripod.

Microscope stand.

Remote controlled pan and tilt head.

Monitors

Two 23 in. Baird Video monitors.

Two 19 in. Baird Video monitors.

One 11 in. Regentone radio-frequency monitor.

Sound equipment

Microphones, amplifiers and loudspeakers with talk-back facilities (two-way intercom.).

DEFINITIONS.—**Video**—in which the electrical signal from the vidicon tube of the camera is amplified by means of a series of electronic

valves and fed to the monitor via a co-axial cable.

Radiofrequency—in which the electrical signal from the vidicon tube is made to modulate a radiofrequency carrier wave and is then fed into the co-axial cable. Provided a suitable frequency is employed, the monitor can be a domestic television receiver. Radiofrequency is essential if signals have to be transmitted distances exceeding 100 yards along cables.

For straightforward microscopy demonstrations the lecturer is able to operate the slides personally and, using the built-in pointer and amplification equipment, is also able to instruct the class. Loudspeakers are preferably separated from the monitors. That permits the use of better-quality, larger speakers and, in any case, the best

position for the monitor is not always the ideal position for the loudspeaker. The lecturer and the monitors need not be in the same room. If, however, more than one camera is employed, a specialist technician is essential.

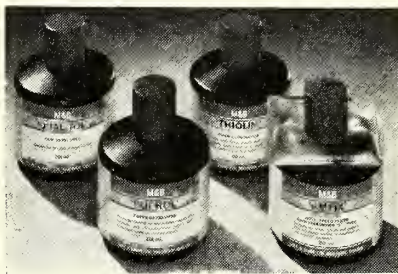
Operations that do not involve microscopy and take place in rooms remote from the monitors require the co-operation of specially trained technicians. Efficient two-way intercommunication is essential and additional lighting is normally necessary at the camera locations.

After practical experience of closed-circuit television we are convinced that we have at our command an efficient and flexible tool that is an extremely valuable aid to teaching, though it cannot and should not be regarded as a substitute teacher.

PHOTOGRAPHIC NOTES

New Binocular Discounts.—Pyseritex (Swift), Ltd., Fircroft Way, Lenbridge, Kent, announce new discounts on their SCF, BCF and Tecnar ranges of binoculars.**For the Slide Collector.**—Robinson Sons, Ltd., Wheat Bridge Mills, Chesterfield, Derbyshire, offer boxes, holding up to 100 35-mm. slides, complete with numbered plastic inserts and numbered title index.**For Repairs in Bournemouth Area.**—Bournemouth Photographic (Repair) Service, Ltd., 237 Capstone Road, Bournemouth, Hants, an accredited service to the Rank Organisation, carry out repairs on all types of cameras.**Photographic Lamps.**—Osram (E.C.), Ltd., P.O. Box 17, East Lane, Hembley, Middlesex, who received a Queen's Award for Industry in 1966 offer a wide range of lamps for use in photographic lighting and for projection.**Photographic Supplies Too.**—Metric, Ltd., Chapel Street, Runcorn, Cheshire, point out that not only do they supply pharmaceuticals but an increasing range of photographic equipment and materials is being carried by their photographic branches.**Between Lens and Camera.**—Sheffield Camera Repair Co., 6 Priory Place, Sheffield, 7, specialise in lens flanges and adaptation. Other work undertaken includes repairs to projectors, exposure meters, binoculars and microscopes. All work carries a one-year guarantee.**Wiltshire Repairers.**—Cousins & Wright, The Halve, Trowbridge, Wilts, undertake repairs to all types of cameras, projectors, electronic-flash, exposure meters and binoculars. They are credited repairers for Rollei, Bell & Howell, Zeiss Ikon and "most other makes" of equipment.**North London Photo Finisher.**—Hanson Processing Laboratories, Ltd., 10 North Circular Road, London, N.W.2, advise that they are approved processors for Agfacolor and specialise also in Ektachrome and Kodachrome. All deliveries are made daily in Greater London north of the Thames.**Photographic Wholesaler.**—H. B. Erling, Ltd., draw attention to their

wholesale photographic service. Supplies are available from two centres: Selinas Lane, Dagenham, Essex (telephone: Dominion 6641) and Pollard Street, Manchester, 10 (telephone: Ardwick 5731).

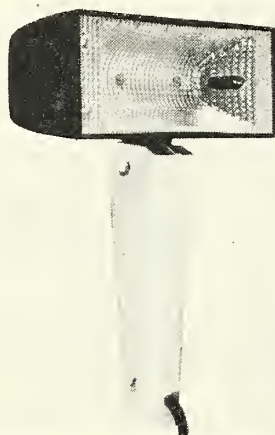
Processing Facilities for Rare Brands of Film.—All ancillary services in film processing, together with facilities for dealing with films such as Orwo, Supracolor, Fujicolor and Soleuracolor are provided by Fencolor Laboratories, Ltd., P.O. Box 47, Abbey Road, Cambridge (telephone: 54507).**New Binocular Models.**—Two new wide-angle binoculars in the Regent range of Highgate Optical Manufacturing Co., 71 Great Portland Street, London, W.1., are the Compact 7 x 50 and Compact 10 x 50. New models in the company's Scope range of binoculars are also announced.**Film Discount Offer.**—Wholesale photographic distributors Jonathan Fallowfield (TPL), Ltd., 56 Church Road, Burgess Hill, Sussex, offer special discounts on films ordered from them. Daily van deliveries are made in Sussex, Surrey, Kent, Hampshire and the Isle of Wight.**At Forty-eight Hours' Call.**—Vanguard Instruments, Ltd., 233 High Street, Brentford, Middlesex will, if required, provide a forty-eight hour repair service for cameras, projectors, binoculars and exposure meters. The company specialise in Leica and Rollei cameras and are a Bell & Howell service centre.**Binocular Advertising Campaign.**—Greenhill & Ellis (Optical), Ltd., Ling House, Dominion Street, London, E.C.2, announce that their Greenkat binoculars are being advertised from May to October in national "glossies," yachting and boating magazines and the photographic Press. Stress is being laid on wide-angle binoculars.**Central London Processor.**—Haagman Colour Laboratories, Ltd., 71 Endell Street, London, W.C.2, invite inquiries for details of their colour processing and printing service for Agfacolor, Kodachrome and Ektachrome films. The company make prints from negatives or transparencies, and transparencies from negatives.**Quick Turn-round.**—A postal processing service claimed "faster and more efficient than many local D. & P. services" is offered by Camera House (Blackpool), Ltd., Squires Gate Trading Estate, Blackpool, Lancs. The company also operate a local delivery service and offer "full one-third profit plus bonus discounts."**When Negatives Accumulate.**—Photographers tend to accumulate an ever-growing collection of negatives. To help them keep their collections tidy, James Blackwood & Co., Ltd., 22 Baker's Row, London, E.C.1, produce a range of binders and albums for 35-mm. and 120 size negatives, complete with index for easy location of any required negative.**Quick-acting Chemicals.**—Three new photographic products, all in smart polythene packs, are being introduced

by May & Baker, Ltd., Dagenham, Essex. The products are Qualitol film developer, Suprol paper developer and Thiolim fixer eliminator. One of the points claimed for the new products is extreme rapidity of working. Qualitol at its normal dilution of one to nineteen is said to give a range of development times between one and six minutes, three or four minutes being suitable for most purposes. Suprol diluted one to twelve gives paper development times of between 1½ and two minutes. Thiolim reputedly reduces washing times after fixing films and prints by as much as 75 per cent. The introduction is being supported by a comprehensive advertising programme in consumer magazines. Amfix is also available in the new polythene pack, with or without a sachet of hardener, thereby completing the range.

Photographers' "Shop Window."—The International Photo-cine Fair, Olympia, London, May 15-20, sponsored by *Amateur Photographer*, promises a "dazzling display" of photographic and optical equipment from manufacturers in more than twenty countries. This year more space is being given to industrial photography.

"Thunderbird" on Home Movies.—Arrowtabs, Ltd., Granville Mews, Cricklewood Lane, London, N.W.2, announce that they have secured in condensed versions the exclusive world rights to the T.V. Thunderbird series. Seen on television in black and white, the films are now in 8-mm. colour. Super 8 format becomes available shortly.

New Lighting Unit.—Paul Plus, Ltd., 29 King Street, Newcastle, Staffs, have introduced, in addition to the



sealed beam movie light already listed, a new iodine quartz model designed to accept 1,000 watt, or 650 watt. The light has a hand grip and rubber based camera retaining bar. The head can be adjusted through a full 90° tilt and the reflector is of a dimpled pattern "for even lighting."

Under One Roof.—Pharmacists in south-east England have at their disposal the services (including van collection) of Top Rank Film Processing, Cumberland Avenue, London N.W.10, who process Kodacolor, Ektachrome, Ferranicolor, Agfacolor and Gevacolor films. Monochrome processing and production of reversal prints from transparencies and of duplicate transparencies is also undertaken.

New Models in Autumn.—A statement by Kodak, Ltd., Kodak House, Kingsway, London, W.C.2, informs that the Eastman Kodak Company has announced the introduction on the United States market of a number of new Instamatic movie cameras. The new models will not be on sale in the United Kingdom before the autumn and current models continue unchanged throughout the spring and summer.

Cinema Screens for 'Expo 67.'—In the face of intense world-wide competition, Andrew Smith Harkness, Ltd. (a company within Rank Audio Visual, Ltd.), has captured a major proportion of the business for cinema screens and screen frames for the 'Expo 67'

Exhibition being held in Montreal, during 1967. The orders are estimated at almost £50,000 and are for more than 400 screens of varying sizes.

New Colour Films.—Minnesota Mining and Manufacturing Co., Ltd., 3M House, Wigmore Street, London, W.1, have introduced two new Ferrania colour films. Ferrania CR 50 is a daylight reversal film available in 35-mm., 120 and 127 sizes (a unit for home processing is available); Ferrania MC 25 8-mm. cine film is supplied as a 25-ft. spool for double-eight cameras. Finer definition, superior colour rendering and greater exposure latitude are claimed.

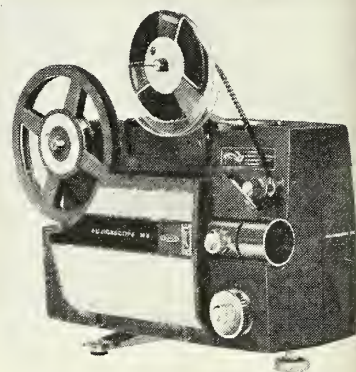
Entrant to Cine Field.—First cine camera to be produced by the Halina company, whose products are distributed in Great Britain by J. J. Silber, Ltd., 11 Northburgh Street, London, E.C.1, is the Halina Super-8. The camera is powered by four U.7 batteries that fit into a detachable magazine. After assessing exposure with the built-in calculator the user sets exposure and aperture control dial on the front of the camera. Features include direct optical viewfinder, built-in A-D filter and pistol grip.

Framing Kit.—Claimed the first "do-it-yourself" framing kit to be made and marketed in Britain, the Dymal kit introduced by Dymal Products, Ltd., 7 Knowl Park, Allum Lane, Elstree, Herts., does away with glass, using instead a sheet of ICI polyester (said to be clearer than glass). The kits, which comprise ready-mitred black-and-gold frame pieces, bevelled hardboard backing, white mounting sheet, hinged support, adhesive and screws, are available in twelve different sizes for framing photographs or prints from 4 x 3½ in. to 15 x 12 in.

Processing Services to London Dealers.—Photo Laboratories (London), Ltd., Tramway Path, London Road, Mitcham, Surrey, and Tay Building, 2 Wrentham Avenue, London, N.W.10, offer a daily collection and delivery service in London and the Home Counties. For dealing with contrasty negatives such as those of weddings the company has developed a "light probe," which projects a ring of light from below the enlarger and

which can be moved over the whole area of a 15 x 12 in. print to enable exposure measurements to be made.

Switch-flick Format Change.—The Fujicascope M3 cine projector enables both Super 8 and standard 8-mm. film



to be projected with the advantage that it is possible to change from one format to another during projection merely by turning the change-over switch. Double 8 films can be spliced together with Single 8 on the same reel for combined projection programmes. In addition the projector features automatic film threading and a central control button for the motor, lamp, rewind, projection speed and reverse winding. Single frame projection is possible. Lens is the Fujinon f/1.3. An attachable zoom conversion lens is supplied. Agents in the United Kingdom are Hanimex (U.K.), Ltd., 15 Great Dover Street, London, S.E.1.

Coming Soon.—In mid-April J. J. Silber, Ltd., 11 Northburgh Street, London, E.C.1, are introducing the Optomax range of lightweight binoculars. There are four models (8 x 30, 7 x 50, 10 x 50 and 20 x 50). All have centre focusing with separate focusing of one eye-piece. Other additions to the company's range of products include a variable (2-3 x) version of the Auto-tele plus converter lens, available for most single lens reflex cameras; a new range of compact lenses for the Canon camera, all fully automatic (f/5.5 135-mm., f/4.5 200-mm., f/3.5 28-mm. and f/5.6 100-200-mm. zoom). Two cadmium sulphide exposure meters are



PIONEER INSTALLATION: Processing section of a reversal paper processor being unloaded from a lorry into the new Agfa-Gevaert division, A. C. Vallance, Ltd., Milton Street, Mansfield, Notts, in February. Messrs Vallance believe they are the first independent firm of wholesale finishers in England to install a complete Agfa line for the purpose of producing prints from transparencies by the direct reversal method.

also being introduced. The Viceroy covers a film speed range of 6-12,000 ASA and exposure values 3 to 20. It has an incident light cover and built-in battery check. The Revue 67 covers film speeds 6-6,400 ASA and exposure values 1 to 20.

Agency Change.—The United Kingdom agency for the Linhof range of photographic products was transferred to Photo Marketing, Ltd., Kingsbury House, 3 Blackburn Road, London, N.W.6, from Rank Audio Visual, Ltd., Woodger Road, London, W.12, with effect from March 1. On March 1, a division of Photomarketing, Ltd., was established to undertake sales and service of Linhof professional equipment and other products classified as professional and industrial in the Nikor-Stag and Multiblitz ranges. Sales of all those products are now controlled by Mr. J. Whiting who is acting as sales manager to the new division, which is denominated "PML Photomarketing, Ltd. (Linhof division)". All other Photomarketing and Dexaphot, Ltd., products are being marketed as usual through retail outlets and sales are controlled by Mr. F. Weeks who now acts as sales manager.

Discounts on "Dispenser" Contents.—Agfa-Gevaert, Ltd., Great West Road, Brentford, Middlesex, and Vestric Ltd.,

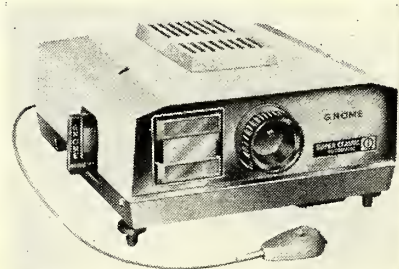


NEW POLAROID CAMERAS: The new 200 series of Polaroid cameras being introduced during 1966. Shown here, reading from front to back, are the five models in the range, the models 250, 240, 230, 220 and 210.

model 250 at £81 1s. 10d. All models except 210 have been fitted with comprehensive electronic shutters, and adjustments for two exposure ranges (for colour and black-and-white instant picture taking). The shutters were previously available only on the *deluxe* model 100 automatic colour-pack camera. The new cameras use Polaroid film-packs. Existing accessories for Polaroid colour-pack cameras are fully compatible with the new 200-series cameras, though the portrait and close-up kits, cloud filter and ultra violet filter cannot be used on models 210 and 220. Models 210 and 220 have a plastics housing and are fitted with duplet lenses. Model 220 provides black-and-white pictures indoors without flash, and automatic time exposure up to 5 seconds. Model 230 has the additional advantage of a triplet lens, whilst models 240 and 250 have a metal body and the more expensive camera—the 250—is fitted with a special Zeiss Ikon single-window rangefinder that automatically corrects for parallax and picture field size yet hinges down snugly when the camera is not in use. Included in the price of the model 250 camera is the Polaroid 268 flash gun, which uses M3 flash bulbs. The company are continuing their existing model 180 with its Seikoshia 9-speed shutter and Tominon f/4.5 lens, which are not found on the M200 range of cameras. The model 180 is expected to have a steady appeal among discerning technical and professional photographers. The advertising campaign embraces not only the national Press and television but local advertising, for which special Easter and summer campaigns have been drawn up. Supporting that programme Messrs. Polaroid are continuing their demonstration scheme, in which they pay one shilling for each type 107

black-and-white and two shillings for each type 108 colour demonstration picture taken by dealers when showing cameras to their customers. The company has recently produced a supplement to the "local newspaper do-it-yourself kit," which they introduced in September 1966 to help dealers formulate their publicity campaigns and to simplify dealings with designers, advertising managers and printers on local newspapers.

Two New Slide Projectors.—Now available from Gnome Photographic Products, Ltd., Gnome Corner, Caerphilly Road, Cardiff are two new 35-mm. slide projectors. The No. 772 Super Classic I.Q. semi-automatic projector is of modern low silhouette de-



sign and light alloy casting construction. Magazine-operated with 24-volt 150-watt tungsten halide (iodine quartz) lighting, f/2.8 85-mm. lens, lever focusing, fan cooling and matched aspheric and bi-convex optical condensers. Finish is in two-tone stove enamel. The No. 774 Super Classic I.Q. fully automatic model has a similar specification with the added attraction of remote control of slide changing and two-way focusing with overriding manual control if desired. A tape recorder or interval timer connection is incorporated.



Chapel Street, Runcorn, Ches., are jointly offering a new gravity-feed film dispenser," purchasers of which receive, on the initial film order, a discount of 7½, 10 or 15 per cent, according to films chosen to stock the dispenser."

Five New Cameras.—Five new cameras introduced by Polaroid (U.K.), Ltd., Welwyn Garden City, Herts, are being promoted by the heaviest advertising campaign so far embarked on by the company, which is intent on achieving a sales increase even greater than the 61 per cent. obtained during 1966. The cameras are in the company's new 200 series (models 210, 220, 230, 240 and 250) which ranges from the economy model 210 at £29 19s. 6d. to

Institute of Pharmacy Management

VARIETY OF SUBJECTS DISCUSSED AT ANNUAL CONFERENCE

(Concluded from THE CHEMIST AND DRUGGIST, March 18, p. 245)

"EVERY rational authority maintains trading is necessary for pharmacists' economic viability," continued MR. F. H. MADDOCK, Cardiff, in his address on efficient retailing. Barriers to be overcome today in retail pharmacy, were resistance to change and the inefficient manner in which many pharmacists organised themselves. All the best retailing ideas had originally been devised by retailers themselves, to be taken up later by manufacturers. One can be fairly certain that the concept of self-service was initiated by retailers. Competitive retailing in the majority of fields today was generally superior to retailing in the pharmacy yet that should not be since pharmacists being trained in the basic sciences should have a considerable advantage over their non-pharmaceutical competitors. He believed the days of the "family business" were coming to an end, to be replaced by large and more positive "images." As the personal touch was being lost, new identities were being demanded by the customer. In retail pharmacy, that state had been achieved in one sector by the Boots organisation. "We all support the principle of the restriction of the sale of medicines to pharmacists simply because it is morally right and not for possible profit," he said, but such restriction would result in only an increase of 5 per cent. at the most.

"Miniature Health Centres"

Much had been said about the pharmacy as a source of dissemination of health information, but "why not carry this a step further and make the pharmacy a 'miniature health centre' under the control of its principals, instead of the local authority." Many had a spare room, where stock was piled all over the place. Why not rationalise the stock rooms and let this newly acquired space to say, a chiropodist or physiotherapist? Numerous chemists already provided an ancillary service, being associated with opticians. The Pharmaceutical Society could instigate negotiations with the appropriate bodies to ensure success. Furthermore, the Society could then rightly claim that it was one of the first professions to recognise the stimulus given by the Government to the professions when ordering the Monopolies Commission Inquiry.

"Sophistication can be claimed to have jumped further ahead, in the pharmaceutical field, than in any other, as the shopper today is as much concerned with prevention, as with cure." He added that the retailer must therefore, conclude that the customer would require better quality i.e. "trade up." The rate of that provision of higher priced lines by the retailer, seemed to be sadly lagging when compared with the apparent wages spiral. Suggestion selling, particularly in allied lines, appeared to be hardly exploited in the pharmacy nor was that of related

display which assumed considerable importance in "this era of self selection and impulse buying." The retailer should continuously be trying new related display combinations, so that an increase in average sale per customer was achieved.

Mr. Maddock, asked what he thought of staff incentive schemes, said he had been unable to equate a suitable one. MR. O. E. JONES, Pershore, described a scheme which his company had devised and claimed it worked satisfactorily for the counter as well as the "back room" boys.

A Stock-control System

MR. J. B. THOMPSON described a system of stock control which he had gradually built up at a Bournemouth pharmacy. Control was dealt under four headings—direct purchases, cosmetic agency stock, stock from wholesaler and dispensary stock. Cards for entering records of purchases, delivery times, reserve stocks, sales, etc., were compiled for each item bought direct. The card was divided into three by four monthly sections and in addition to the items mentioned previously there was space provided for recording television or other advertising at any particular period. A fall in advertising could well result in a fall in demand and therefore upset the normal trading pattern. To begin with it was necessary to look at the year's previous invoices and also go through the wholesaler's to add purchases from them before arriving at a figure. "A lengthy process but worthwhile" for account budgeting. Basic stock was never purchased for less than 10 per cent. discount off normal list price and he found that eight weeks' stock was a convenient amount but three months for cosmetic agency stock. To goods obtained via the wholesaler he attached a ticket bearing the name, price, basic stock, source(s) on the front and on the back, quantity ordered and date. The cards are, of course, removed at time of sale and are used for re-ordering instead of an order book. Among other systems which the speaker described was his record of the monthly trading. Values of sales, stock on last day of previous month, present month's purchases, stock on last day of present month, cost of goods sold, gross profit, variable and fixed expenses, net profit and accumulated net profit.

Mr. Thompson was asked about the seasonal influences of a seaside pharmacy. He replied that the factor scarcely affected his business.

MR. W. F. SCOTT, Blyth, Northumberland, said that any training course was no substitute for personal guidance in training the helper in pharmacy. Where his pharmacy was situated there were no suitable schools for training the assistant so it was necessary to introduce them gradually to the more common rules and regulations

met with in pharmacy as well as the literature which should be available. The assistant may have "graduated" from the pharmacy to the dispensary and may well be familiar with the routine, but everything demanded of the good counter assistant was required even more so in the dispensary. Personal appearance was just as important even though the customers may not see the work going on in the dispensary. Natural neatness and tidiness were essential points. Accuracy and reliability must be encouraged so that a feeling of confidence in the assistant was developed, for enthusiasm by itself was not enough. To become familiar with the dispensing routine the unqualified helper should be allocated the simple routine tasks of dusting, tidying and putting away stock. The time can be well spent in becoming familiar with the system of storage adopted, whilst noting and remembering where the more usually requested items are kept. She should be encouraged to ask questions and to make use of the reference books available.

From time to time it would fall to the assistant to answer the telephone, and though that may seem a simple operation it required proper handling. For quick reference the required steps should be enumerated: Answer quickly; identify the pharmacy by name; if unable to answer the inquiry personally, quickly obtain the information or someone able to deal with it; if it is necessary to take a message ensure that the correct name, address and full details are noted. The next step in training was to detail the types of prescription forms issued, the make-up of a prescription, and a simple list of the more usual latin directions met with in general practice. That was continued with a detailed explanation of the weights and measures in general use, and concluded with specific instructions on the care required, and the system to be followed, when handing over the completed items.

Every Symbol a Meaning

One of the most important things to be impressed upon the mind of every unqualified helper was that every word and symbol on the prescription form had a meaning. Careful checking before handing out a prescription was just as important as any other step. In the discussion the speaker agreed with Dr. R. K. Isaacs, London, that it was a good idea for assistants to record all jobs done each day.

In summarising the conference Professor A. R. Rogers, Edinburgh, said that the pattern of picking various subjects rather than one had been most stimulating and thought for the time being future conferences should continue the same plan. He paid tribute to the conference chairman (Mr. B. J. Thomas), to Mr. H. W. Tomski (director) and to Mr. A. G. M. Madge for arranging the conference.

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, MARCH 21: There were few noteworthy changes in the markets during the week as trading conditions remained almost stagnant. Among **CRUDE DRUGS**, **PERU BALSAM** was firm and **BUCHU** was further advanced on reports by shippers that farmers were holding on to stocks in the hope that prices would go still further ahead. Among **SPICES**, heavy overseas buying of **Seychelles CINNAMON BARK** raised the price by about 30s. cwt. at origin; it also reacted though not to the same extent; **Jamaican GINGER** was 10s. cwt. down on the spot and **PEPPERS** were marginally easier. Forward offers of **Alleppy green CARDAMOMS** were 1 lb. dearer. **IPECACUANHA** from all sources was marginally easier.

In **ESSENTIAL OILS** forward offers of **PALMAROSA** were received at 165s. c.i.f. **LEMONGRASS** was threepence dearer for shipment while **Brazilian PEPPERMINT** was easier by 1s. for forward delivery. The main development of the week however was the sharp rise in **Madagascar CLOVE** which rose 1s. 3d. lb. both spot and forward.

Pharmaceutical Chemicals

BACITRACIN.—Sterile topical, 53s. per m.u. or 25 m.u. lots.

BARIUM SULPHATE.—B.P., 50-kilo lots, 8d. to 3s. 9½d. as to package; 250s. from 3s. 3½d. to 3s. 5d.

BEMEGRIDE.—B.P.C. is 320s. per kilo.

BORAX.—B.P. grade, 1 ton and upwards in sacks. Granular, £56 10s.; crystals, £60; powder, £61; extra fine powder, £62 per ton. Less £1 in paper bags. Commercial from 11s. 10s. to £53 per ton as to type and packaging. Anhydrous borax is £61 10s. 0d. in paper bags, c.p. in Great Britain. Surcharge for small quantities: Less than 1 ton but not less than 10 cwt., 2s. per cwt.; 5 to 9 cwt., 1s. 1 to 4 cwt., 20s.

BROMIDES.—Crystals (per kilo):—

	Under 50 kilos	50 kilos
	s. d.	s. d.
CAESIUM* ...	6 3	5 8
DIUM ...	6 3	5 8
MONIUM ...	7 2	6 7

* Powder is fourpence per kilo more.

CARMINE.—1-cwt. lots are quoted at 180s. per lb.

CHARCOAL.—Medicinal activated, B.P.C. 1-cwt. lots. £22 10s. per cwt.

CHLORAL HYDRATE.—1-cwt. lots quoted at 4s. 4d. per lb.

NEOMYCIN.—SULPHATE, B.P., 590s. per cwt.; 5-kilos, 550s. per kilo.

QUESTADIOL.—MONOBENZOATE, 14s. 6d. per gm.

SODIUM ACETATE.—B.P.C. 1949, 50-kilos, 0½d. per kilo.

SODIUM BENZOATE.—1-ton lots, 2s. 7½d. per lb.; 1-cwt., 2s. 9½d.

SODIUM BICARBONATE.—B.P., 1-cwt. bags 9 3s. per ton for 8-ton lots.

SODIUM BROMATE.—50 kilo lots, 12s. per cwt.; 1,000 kilos, 9s. 6d. per kilo.

SODIUM CARBONATE.—(Per cwt.), B.P.C. exsiccated, 1-cwt., 90s.; 5-cwt., 85s.; 1-ton, 80s.

SODIUM CHLORIDE.—Vacuum dried, 2s. 9d. per ton in paper sacks for 6-ton lots, delivered London.

SODIUM CYCLAMATE.—50-kilo lots offered

at 9s. 2d. per kilo; 250 kilos, 9s. 1d. in free packages, delivered.

SODIUM FLUORIDE.—B.P.C., 1934, 50-kilo kegs, 9s. 9d. per kilo.

SODIUM FORMATE.—50-kilo lots, 6s. 4d. per kilo.

SODIUM HYDROXIDE.—FLAKE, £36 15s. per ton in 8-ton lots, STICKS, B.P., 1958, 50-kilos 12s. 7d. per kilo in 5-kilo tins; PELLETS, 5s. kilo for 250-kilo lots.

SODIUM METABISULPHITE.—B.P. grade £48 per ton. Commercial grade less 10s. per ton.

SODIUM NITRITE.—B.P.C., 50-kilo kegs, 5s. 9d. per kilo.

SODIUM PERBORATE.—(Per ton). TETRAHYDRATE (minimum 10 per cent. available oxygen), £142 5s. in 1-cwt. kegs; £134 15s. in 1-cwt. bags; PERBORATE MONOHYDRATE (minimum 15 per cent. available oxygen) is £309 15s.

SODIUM PERCARBONATE.—(Per ton), £173 15s. in kegs (bags £7 10s. per ton lower) for minimum 12½ per cent. available oxygen.

SODIUM PHOSPHATE.—B.P. ACID crystals 5s. 10d. per kilo; POWDER, 7s. 7d.

SODIUM PROPIONATE.—(Per lb.) 1-ton lots, 2s. 7d.; 1-cwt., 3s. 3d.

SODIUM SALICYLATE.—1-ton lots in bulk, 3s. 11d. per lb.; 5-cwt., 4s.; 1-cwt., 4s. 4d.

SODIUM SULPHATE.—B.P. from £15 per ton as to crystal B.P. exsiccated about £66 per ton, ex works.

SODIUM SULPHITE.—4-ton lots; photo quality, £30 per ton in bags.

SODIUM THIOSULPHATE.—In 4-ton lots, £36 per ton ex works.

STREPTOMYCIN.—BASE and SULPHATE, 2.85d. per gm.

Crude Drugs

BALSAMS.—(per lb.): CANADA: Shipment, cleared, spot, 35s. COPAIBA: B.P.C. spot, 11s. 6d.; shipment, 6s. 6d., c.i.f.; PERU: spot, 16s.; shipment, nominally 14s. 6d. to 15s., c.i.f.; TOLU: B.P. from 12s. 6d.

BENZOIN.—Sumatra block B.P.C., spot £27 per cwt.

BUCHU.—Spot, 10s. 3d. per lb. nominal; shipment, 9s. 9d. to 10s. 3d., c.i.f.

CAMPHOR.—B.P. powder for shipment, 4s. 4½d. per lb., c.i.f.; spot, 5s.

CARDAMOMS.—(per lb.). Alleppy greens, 21s. 6d., spot; shipment, 17s., c.i.f. Prime seed, spot, 33s. 6d.; shipment, 30s., c.i.f.

CASCARA.—Spot, 245s. per cwt.; shipment also 245s., c.i.f.

CINNAMON.—BARK, Seychelles advanced to 140s. cwt. spot; shipment, 130s.-132s. 6d., c.i.f.; Ceylon QUILLS for shipment, five 0's 10s. 9d., two 0's 9s. 5d., seconds, 8s., quillings, 5s. 4d. lb., all c.i.f.

CLOVES.—Zanzibar, standard grade, spot quoted at 2s. 11d. per lb.; shipment, 2s. 8d., c.i.f.

COCHINEAL.—(Per lb.). Canary Isle silver-grey, 19s. 6d. spot, 19s., c.i.f.; black brilliant, spot, 21s. and shipment, 20s., c.i.f. Peruvian silver-grey, 13s. spot, and 12s. 6d., c.i.f.

GENTIAN.—Root is firm at 215s. per cwt., spot, and 210s., c.i.f.

GINGER.—(Per cwt.). Nigerian split, 70s., spot, shipment, 80s., c.i.f.; peeled, spot, 150s., shipment, 140s., c.i.f. African, spot, 210s., shipment, 150s. c.i.f. Jamaica No. 3, spot, 255s., shipment, 245s., c.i.f.; Cochinchina, spot, 187s. 6d.; shipment, 160s., c.i.f.

GUM ACACIA.—Kordofan cleaned sorts, 230s. per cwt., spot; shipment, 230s., c.i.f. IPECACUANHA.—Matto Grosso for shipment, 44s. per lb., c.i.f., spot, 50s. 6d. Costa Rican, 60s., spot; forward, 57s.,

c.i.f. Colombian, spot, 50s. nominal, shipment, 47s., c.i.f.

NUTMEGS.—(Per lb.). West Indian, spot defectives, 5s. 3d.; shipment, 4s. 9d., c.i.f.; sound, unsorted, 7s. 6d.; spot; 7s. 3d. c.i.f. for shipment; 80's, 11s. 6d. spot; shipment, 9s. 3d., c.i.f., East Indian for shipment, b.w.p., 4s. 3d., 110's, 8s. 9d.; 80's, 9s. 6d., all c.i.f.

PEPPER.—White Sarawak, 3s. 3d. per lb. spot; shipment, 3s. 0d., c.i.f. Black Sarawak, 2s. 8d. spot nominal; shipment, 2s. 3d., c.i.f. Black Malabar, 280s. per cwt. c.i.f. Brazilian black No. 1, 2s. 8½d. lb. duty paid.

SEEDS.—(Per cwt.). ANISE.—Spanish, 250s., duty paid. CARAWAY.—Dutch, 160s., spot. CELERY.—Indian, 160s., spot, sellers; shipment unchanged at 145s., c.i.f. CORIANDER.—Moroccan, 145s., spot, duty paid. Rumanian splits, 120s., duty paid; shipment, Moroccan, 117s. 6d., c.i.f., Rumanian splits, no further sellers after 94s., c.i.f., paid. CUMIN.—Spot, Cyprian, 260s.; Iranian, 250s., duty paid; shipment, Iranian, 180s., c.i.f. DILL.—Indian spot, 115s.; shipment, 92s. 6d., c.i.f. FENNEL.—No Chinese offering; Indian, 155s., spot; shipment, Chinese, 85s., c.i.f., and Indian 142s. 6d., c.i.f. FENUGREEK.—Moroccan, 82s. 6d., duty paid; shipment, 71s. 6d., c.i.f. MUSTARD.—English, low qualities in short supply. 85s. to 105s. quoted for medium to good qualities.

SENNA.—(Per lb.). Tinnevely LEAVES, spot; Prime No. 1, 2s. 3d.; No. 3, f.a.q., 1s. 3d. Shipment; No. 3, 1s. 1d., c.i.f. PODS Tinnevely hand-picked quoted from 2s. 2d. to 2s. 4½d.; manufacturing, 1s. 3d., shipment, 1s. 2d., c.i.f. Alexandria PODS: Hand-picked spot, 5s. to 7s.; manufacturing, forward, 2s. 1d., c.i.f.; spot, 2s. 6d.

TURMERIC.—Madras finger, spot, 100s. per cwt.; shipment, 97s. 6d., c.i.f.

WAXES.—(Per cwt.). BEES'—For shipment, Angola, 560s., c.i.f.; Turkish, 560s. for 50 kilos, c.i.f.; nominal. CANDELILLA, spot, 465s.; forward, 460s., nominal. CARNAUBA, fatty grey, spot, 265s.; shipment, 260s., c.i.f., prime yellow spot, 430s.; shipment, 395s., c.i.f.

Essential and Expressed Oils

BOIS DE ROSE.—Brazilian, spot, 21s. per lb.; shipment, 20s. 3d., c.i.f.

BUCHU.—Spot, from 640s. per lb. for English distilled.

CAMPHOR, WHITE.—Chinese for shipment, 4s. 2d., c.i.f., per kilo; spot 2s. 6d. lb., duty paid.

CITRONELLA.—Ceylon, spot, 4s. per lb.; shipment, 3s. 10½d., c.i.f.; Formosan, 4s. 6d. in bond and 5s. 3d., c.i.f.; Chinese, 3s. 10½d. in bond; 3s. 8d. c.i.f.

CLOVE.—Madagascar leaf for shipment, 7s. 6d., c.i.f., spot, 7s. 9d., in bond. Rectified, 10s. Distilled bud oil, ENGLISH, B.P., 26s. per lb., for 1-cwt. lots.

CORIANDER.—From 40s. per lb. spot.

LEMON.—Sicilian, 26s. to 46s., spot.

LEMONGRASS.—Spot, 24s. 6d. per kilo shipment, 24s. 3d., c.i.f.

PALMAROSA.—Shipment, 165s. per kilo, c.i.f.; spot, 170s. per kilo.

PEPPERMINT.—(Per lb.). *Arvensis*: Chinese for shipment, 10s. 4d.; c.i.f.; spot, 10s. 6d. Brazilian for shipment, 8s. 6d., c.i.f.; spot, 9s. 6d. *Piperita*: Italian spot, 75s.; forward shipment, 82s. 6d. American from 36s. to 56s., as to source.

SANDALWOOD.—Mysore, spot, nominal, East Indian for shipment, 275s. per kilo. c.i.f.

SPEARMINT.—American oil on the spot, 74s. to 80s. per lb. Chinese, spot, 72s. 6d. per kilo, shipment, 68s. 6d. per kilo, c.i.f.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," March 8, No. 4619

For perfumes, lipsticks, face powders, nail varnishes; cuticle softeners, being non-medicated toilet preparations; colourings and lacquers, all for the hair; hair conditioning preparations, hair setting lotions, hair restorers; cosmetics in cream or liquid form, rouge, cosmetics for the eyes, talcum powders and essential oils; and perfumed oils for the bath and for toilet purposes (3)

ROMNAY SOFT AS SILK, B894,781, by Romney Cosmetics, Ltd., Sandwich, Kent.

For perfumes, lipsticks, face powders, nail varnishes; cuticle softeners, being non-medicated toilet preparations; colourings and lacquers, all for the hair; hair conditioning preparations, hair setting lotions, hair restorers; cosmetics in cream or liquid form, rouge, cosmetics for the eyes, talcum powders and essential oils (3)

ROMNAY NIGHT LINE, B897,266, by Romney Cosmetics, Ltd., Sandwich, Kent.

For non-medicated toilet preparations and cosmetic preparations, all for sale in the United Kingdom and for export to the Republic of Ireland and the Channel Islands (3)

POND'S PRECIOUS BEAUTY, 891,509, by Chesebrough-Pond's Ltd., London, N.W.10.

For non-medicated toilet preparations for the hair, for sale in the United Kingdom and for export to the Irish Republic and the Channel Islands (3)

Device with words VASELINE HAIR TONIC, 897,093, by Chesebrough-Pond's Ltd., London, N.W.10.

For antibiotic preparations for use as additives to animal foodstuffs (5)

AUREOSUP, B885,671, by D.D.S.A. Pharmaceuticals, Ltd., London, S.W.5.

For babies' disposable napkins, made principally of absorbent wadding or of cellulose pulp fluff (5)

KIMBY, 868,388, by Kimberley-Clark Corporation, Neenah, Wisconsin, U.S.A.

For medicines for human use (5)

BELZEMA, 877,283, by Revlon, Inc., New York, U.S.A.

For weed killing compounds and fungicides (5)

VENZAR, 883,158, by E. I. Du Pont de Nemours and Co., Wilmington, Delaware, U.S.A.

For animal dips (5)

TROT, B892,958, by Diva Laboratorien, A.G., Zurich, 37, Switzerland.

For medicated preparations for the treatment of the scalp and the skin; deodorants; and infants' foods (5)

Device with words BAT MAN, 892,328, by National Periodical Publications, Inc., New York, U.S.A.

For pharmaceutical preparations for veterinary use (5)

BLEN, B893,702, by Abbott Laboratories, Chicago, Illinois, U.S.A.

For sanitary tampons (5)

TEEVA, 894,179, by Johnson & Johnson, New Brunswick, New Jersey, U.S.A.

For pharmaceutical and veterinary preparations and substances; invalids' and dietic foods (5)

ENTOCIMA, 895,285, by A. H. Robins Co., Inc., Richmond, Virginia, U.S.A.

For pharmaceutical substances and preparations, all containing nitroglycerine for use in the treatment of heart conditions (5)

NITRO-SPAN, 896,882, by Nyso Laboratories, Inc., New York, U.S.A.

For pharmaceutical, veterinary and sanitary substances (5)

ALDACTIDE, 898,323, by G. D. Searle & Co., Skokie, Illinois, U.S.A.

For photographic cameras (9)

WELMY, 898,678, by Rosley, Ltd., Wembley, Middlesex.

For teats for feeding bottles for babies; teats of rubber; soothers for babies; feeding bottles for babies; valves for feeding bottles for babies; teething rings for babies; stands incorporating a container for hot water and being adapted for use with babies' feeding bottles to maintain the heat of the contents

of such bottles (10)

TETIMA, 889,480, by Maurice Brillault, Nice, Alpes Maritimes, France.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED From the Official Journal (Patents) February 22

Microbiological preparation of Δ^4 -3-keto-steroids. Richter Gedeon Vegyeszeti Gyar R.T. 1,064,574.

Liquid-containing sustained release pharmaceutical compositions. Hall Laboratories, Don. 1,064,582.

Indoloquinolizines. Koninklijke Pharmaceutische Fabrieken v/h Brocades-Stheeman & Pharmacia, N.V. 1,064,585.

Catanenial appliances. A.B. Molnlycke. 1,064,586.

Phenyl-esters of benzenesulphonic acids. Farbenfabriken Bayer, A.G. 1,064,595.

Steroid compounds, processes for their preparation and compositions incorporating them. Roussel-Uclaf. 1,064,599.

Preparation of halopyridines. Imperial Chemical Industries, Ltd. 1,064,601.

Process for the manufacture of neutral polyphosphoric ester anhydrides. Farbwerke Hoechst, A.G. 1,064,611.

Basic alkylated naphthalene-(1,4,5,8)-tetracarboxylic acid dimides. Farbenfabriken Bayer, A.G. 1,064,627.

Diagnostic reagent. Hyland Laboratories. 1,064,633.

Production in pure form of compounds of the carotenoid and vitamin-A series. Badische Anilin-&-Soda-Fabrik, A.G. 1,064,645.

Process for the preparation of fertilizers containing nitrogen and phosphate. Stamicarbon, N.V. 1,064,656.

Film gate assemblies for cinematographic cameras and projectors. Pentacon Dresden Kamera Und Kinowerke Veb. 1,064,706.

Pharmaceutical compositions containing tarry substances. Z A K B-Z. 1,064,709.

Nail file. Thos. Holland & Sons, Ltd. 1,064,722.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from April 5.

From the "Official Journal (Patents)," March 1

Therapeutic vibration apparatus. R. C. Merz. 1,064,749.

Preparation of ergot alkaloids. R. T. Gedeon Richter. Vegyeszeti Gyar. 1,064,764.

Bridged-ring isonitrides. Farbenfabriken Bayer, A.G. 1,064,835.

Aldimines and ketimines. Imperial Chemical Industries, Ltd. 1,064,842.

Process for producing hydroquinone. Fuji Shashin Film, K.K. 1,064,847.

Process for the preparation of penicillins. Beecham Group, Ltd. 1,064,893.

Basic ethers and preparation thereof. Osterreichische Stickstoffwerke, A.G. 1,064,900.

1,1-diphenyl-1-methoxy-3-benzyl amino propane and salts thereof and a process for the preparation thereof. Osterreichische Stickstoffwerke, A.G. 1,064,929.

Vasodilating compounds. Unimed, Inc. 1,064,936.

Acetylcysteine derivatives. Whitefin Holding, S.A. 1,064,970.

Method of producing sacrolysin. Ural'sky Politechnichesky Institute im S. M. Kirova. 1,064,972.

Nematocides. Imperial Chemical Industries, Ltd. 1,065,004.

Process for preparing an imidazole derivative. Ajinomoto Co., Inc. 1,065,018.

Derivatives of tris-aziridinyl phosphine oxides and sulphides, and their use for treating surfaces. Colgate-Palmolive Co. 1,065,033.

Chloromethylation of aromatic compounds. Produits Chimiques Pechiney-Saint-Gobain. 1,065,041.

Purification of palm oil. West African Institute for Oil Palm Research and S.C. Nwanze. 1,065,051.

Preparation of 2-capryl-4,6-dinitrophenol and

esters thereof. Murphy Chemical Co., Ltd. 1,065,057.

Salts of imidodisulphonic acid and use of the same. Nitto Chemical Industry Co., Ltd. and Zaidanbojin Nitto Rikagaku Kenkyujo. 1,065,086.

Coiled suture package. Ethicon, Inc. 1,065,118.

Acylphenylamino-1,3-propanediols and preparation thereof. Warner-Lambert Pharmaceutical Co. 1,065,123.

Phenylacetamido-propanediol derivatives. Warner-Lambert Pharmaceutical Co. 1,065,124.

Dichloroacetamidopropanediol derivatives. Warner-Lambert Pharmaceutical Co. 1,065,125.

Water-soluble derivatives of acylphenyl-acylamino-1,3-propanediols. Warner Lambert Pharmaceutical Co. 1,065,126.

Pituitary gonadotropic hormone preparation and method for its production. Istituto Farmacologico Sero, S.p.A. 1,065,127.

Polymorph of lincomycin hydrochloride. Upjohn Co. 1,065,153.

Cardiac defibrillators. W.P.M. Electro-Medical Products, Ltd. 1,065,167.

Bluensidine and its derivatives. Upjohn Co. 1,065,172.

Descarbamoylbluensidine and its derivatives. Upjohn Co. 1,065,173.

Bluensurea and its derivatives. Upjohn Co. 1,065,174.

Process and apparatus for extractive distillation. Farbenfabriken Bayer, A.G. 1,065,178.

Ethylamino thienyl cyclohexanone. Parke, Davis & Co. 1,065,188.

6,6-Ethylene pregnenes. Smith Kline & French Laboratories. 1,065,189.

5-Substituted aza-dibenzo-cycloheptenes and the preparation thereof. Scherido, Ltd. 1,065,191.

Compositions and process for dyeing hair. L'Oreal. 1,065,223.

2-oximino-androstane-compounds. Merck & Co., Inc. 1,065,237.

Phenthiazine derivatives. Asta-Werke, A.G. 1,065,296.

Guanidine derivatives. Egyesult Gyogyszerez Tapsergyar. 1,065,306.

Dihydrothiopyrano-[4,3-d]-pyrimidines and their preparation. Dr. Karl Thomae, G.m.b.H. 1,065,317.

Sulphoxides and their use as pesticides. Chema-gro Corporation. 1,065,336.

Alkylphenols. Coalite & Chemical Products, Ltd. 1,065,337.

Preparation of acid halides. Imperial Chemical Industries, Ltd. 1,065,343.

Production of hydroxycarboxylic acids and derivatives thereof. Halcon International, Inc. 1,065,353.

Methods of improving food products or beverages and the food products and beverages produced thereby. Abbott Laboratories. 1,065,369.

3-Desoxy- $\Delta^{1,3,5(10)}$ -steroids. Syntex Corporation. 1,065,386.

3-Desoxy- $\Delta^{1,3,5(10)}$ -pregnatriene compounds. Syntex Corporation. 1,065,387.

Colchicine derivatives. Roussel-Uclaf. 1,065,393.

Process and apparatus for drying blood. Geo. A. Hormel & Co. 1,065,409.

Production of hydroxy-carboxylic acids and derivatives thereof. Halcon International, Inc. 1,065,424.

5,10-seco-steroids and process for their manufacture. CIBA, Ltd. 1,065,432.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from April 12.

WILLS

MR. L. BARILET, F.P.S., 16 Brookway, London, S.E.3, left £26,513 (£26,428 net).

MR. H. G. EVANS, M.P.S., Gwynfryn, Ammanford, Carmar, left £37,392 (£37,121 net).

MR. T. O. MARTIN, F.P.S., 15 Barnwood Road, Gloucester, left £27,763 (£27,666 net).

MR. C. A. WHITE, M.P.S., 339 New Bedford Road, Luton, Beds, left £5,877 (£5,808 net).

MR. F. J. WHITE, M.P.S., 84 Cutenhoe Road, Luton, Beds, left £30,343 (£29,719 net).

WORLD TRADE

Prospects of Japanese Trade.—Plans envisaging a 9 per cent. real growth in the gross national product have been approved by the Japanese Cabinet. British exporters should be able to add £10 millions to the 1966 export figure of 1966.

Argentine Peso Devalued.—Argentina on March 13, announced a 40 per cent. devaluation of the peso. The new exchange rate is 350 pesos to the U.S. dollar. Previously the peso was trading at between 245 and 255 pesos to the dollar. There is also to be an all-round cut of 80 pesos per dollar on the dollar holding of all banks and exchange brokers on March 6, and the Government plan a general increase in export taxes and relief on import duties.

MISCELLANEOUS INQUIRIES

Mildew on Canvas

Could you suggest something for mildew attacking the canvas of an old painting?

The picture is valuable it should preferably be put in the hands of a competent restorer. If, however, you decide to treat the picture yourself, and provided that the canvas is still so strong as not to need reinforcing, a solution of lauryl pentachlorophenolate applied to the back (not the front) should kill all organisms. The picture should then be hung in a dry atmosphere (relative humidity not exceeding 70 per cent.) to prevent a recurrence of the mildew.

D. Records

Please confirm the appropriate section in the D.D.A. register for the following:—*Omnopon*, *Omnopon* and *scopolamine, tinct. chlorof. et morph. co., B.P.C.*, '49, and *tinct. opii*.

The *Omnopon* preparations are entered in the opium section of the register, as is the *tinct. opii*. *Tinct. chlorof. et morph. co., B.P.C.* '49, should be included in the morphine section. There has been no change in the exemption for preparations containing less than 0.2 per cent. of morphine. No entries are needed in the D.D.A. register for transactions in such exempted preparations.

Indigestion Mixture

I should be glad of a suitable formula for, or help in formulation of, an indigestion mixture containing activated methylpolysiloxane.

There appears to be no difficulty in making indigestion mixtures containing activated methylpolysiloxane. Preparations

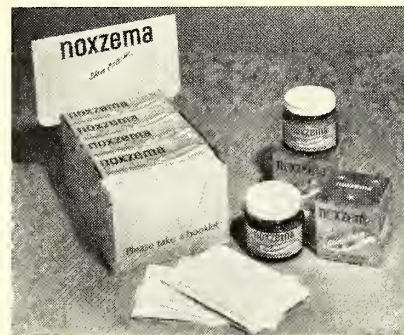
are usually based on aluminium hydroxide gel, magnesium hydroxide and activated methylpolysiloxane (simethicone). Such mixtures, containing up to 10 per cent. of simethicone, may be made by simply pouring it into the suspension of magnesium hydroxide and aluminium hydroxide gel and shaking well. A flavour such as peppermint would be indicated.

PRINT AND PUBLICITY

PRESS ADVERTISING

COTY (ENGLAND), LTD., 3 Stratford Place, London, W.1: *Imprevu*. In *Woman*, *Woman's Own*, *Woman's Realm*, *Flair*, *She*, *Honey*, *Nova*, *Vanity Fair* and *Vogue*. Until May 8. Campaigns are scheduled in the same magazines for *L'Aimant* (May 22 to July 3) and for four new gold lipsticks (during May).

CUSSENS SONS & Co., LTD., Kersal Vale, Manchester, 7: *Simbox* diet biscuits. In *Woman*, *Woman's Own*, *Reader's Digest*, *True Romances*, *True Story*, *Vogue*, *Woman's Realm*, *My Weekly* (full page in colour). In *Weekend* (half-page), *Mother and Good Housekeeping*, *Daily Mirror*.



OUTER TO PROMOTE A NEW IMAGE: Noxzema skin cream (distributors Keldon, Ltd., Wadsworth Road, Perivale, Middlesex) is now being made available in the display outer illustrated, which carries 1 doz. 3s. 6d. tubes and free copies of the Noxell Corporation's new booklet "Care of your Skin". The outer links with a new advertising campaign that "moves Noxzema away from skin blemishes and places it firmly in the skin-care field with an emphasis on the cosmetic, pointing out the product's suitability for use as a night cream."

PUBLICATIONS

Booklets and Leaflets

ARMOUR HESS CHEMICALS, LTD., Westgate, Leeds, 1: "Arquad 2HT-75 per cent.—a cationic fabric softener" (7-p technical bulletin).

BRITISH CELLOPHANE, LTD., P.O. box 1 AL, Henrietta House, Henrietta Place, London, W.1: "Properties and main uses of Cellophane cellulose film" (10-p. supplement to Cellophane handbook).

COTSWOLD CHEMICAL CO., LTD., 105 Bath Road, Cheltenham, Glos.: "Why use the Alcolor breathmeter?" (8-p. booklet).

OPTICA UNITED KINGDOM, LTD., Higham Lodge, Blackhorse Lane, London, E.17:

Optica monochromators and accessories (4-p. leaflet).

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of week of insertion.

Tuesday, March 28

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Medical Institute, Hartshill, Stoke-on-Trent, at 7.45 p.m. Film evening.
WORCESTER BRANCH, PHARMACEUTICAL SOCIETY, Star hotel, Worcester, at 8 p.m. Buffet dance.

Wednesday, March 29

BRADFORD BRANCHES, PHARMACEUTICAL SOCIETY AND NATIONAL PHARMACEUTICAL UNION, Midland hotel, Bradford, at 7.45 p.m. Mr. J. Wright (secretary, N.P.U. group of organisations) on "Current N.P.U. and N.H.S. Affairs." (Pharmacists in the surrounding area are invited to attend.)

SCOTTISH DEPARTMENT, PHARMACEUTICAL SOCIETY, 36 York Place, Edinburgh, at 7.45 p.m. Mr. H. Matthew (consultant physician, Poisoning Treatment Centre, Edinburgh Royal Infirmary) on "Poisoning by Drugs."

Thursday, March 30

RHYL BRANCH, PHARMACEUTICAL SOCIETY, Brynmorfydd hotel, Llanrhaeadr, Denbigh, at 7.30 p.m. Annual dinner.

SOUTHEND-ON-SEA BRANCH, PHARMACEUTICAL SOCIETY, Overcliff hotel, Manor Road, Westcliff-on-Sea, at 8 p.m. Members' night.

WEMBLEY BRANCH, PHARMACEUTICAL SOCIETY, Sudbury Arms hotel, Sudbury Heights Avenue, Greenford, at 8 p.m. Annual meeting.

Friday, March 31

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, and BOURNEMOUTH MEDICAL SOCIETY, Postgraduate medical centre, Boscombe, at 8 p.m. Dr. W. Sargent, on "Mechanism of Brain-washing and Conversion."

EDINBURGH CHEMISTS' GOLF CLUB and NORTHUMBERLAND AND DURHAM GOLFING SOCIETY, Dunbar golf club, at 2 p.m. Four-ball four-somes.

Saturday, April 1

NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, Owen's Park, Manchester, at 3 p.m. Week-end school on "Women in Pharmacy". Until April 2.

Advance Information

PHARMACY DEPARTMENT, UNIVERSITY OF STRATHCLYDE, April 7. Open day and inaugural lectures by Professor P. H. Elworthy (professor of pharmaceutical technology) and Professor W. C. Bowman (professor of experimental pharmacology).

NATIONAL CHAMBER OF TRADE, Winter Gardens, Llandudno, Caernarvonshire, April 22-26. Annual meeting and trade conference.

Courses and Conferences

SCHOOL OF PHARMACY, SUNDERLAND TECHNICAL COLLEGE. Course of four weekly lectures, commencing April 18, on "The Causes of Disease." Fee: £2 2s. Details from the course organiser, Mr. R. Atkinson, at the school.

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN. A post-graduate school on rheology of disperse systems is being organised jointly with the School of Pharmacy, University of London, April 1-5, 1968. Fee (including lunch, morning coffee and afternoon tea) is £30. Accommodation has been booked provisionally at Canterbury hall of residence at a cost of about £1 10s. a day. Details and application forms are available from the Director, Department of Pharmaceutical Sciences, Pharmaceutical Society of Great Britain, 17 Bloomsbury Square, London, W.C.1.

Glucodin

for energy



Glucodin

for energy



Glucodin

for energy



Glucodin

for energy



SHOWING THE PRODUCT'S USES: Glaxo Laboratories, Ltd., Greenford, Middlesex, have designed the packs for Glucodin. Four illustrations are used (a choice of two 15-oz each carton) demonstrate the variety of uses for Glucodin. Predominant background colour is orange-yellow.

Prescribers' Press

What doctors are reading about developments in drugs and treatments

CHLORAMPHENICOL prescribing has been studied by a worker at the London Hospital in an attempt to measure the attributes of a doctor which might explain individual differences in prescribing habits. Using the indices of education, experience after qualification and quality of performance (assessed by personal interview in half the sample), the author was unable to divide 182 general practitioners into groupings compatible with a hypothesis that doctors with high scores would be low prescribers of chloramphenicol. The study was carried out in 1961 and the author had felt that at that time chloramphenicol was "a remedy whose disadvantages would have been so well known that it would hardly have been used at all Instead 82 per cent. of the doctors prescribed chloramphenicol." These 149 doctors issued 1,547 prescriptions for chloramphenicol (not including topical treatments) during one month, a rate of 8.5 prescriptions per doctor and three per 1,000 patients. The author says that a possible explanation for correlation may lie in inadequacy of the indices but the findings may reflect a widespread underestimate of the danger of chloramphenicol by the doctors concerned. (*B.M.J.*, March 18, p. 671.)

WHILE welcoming the Ministry of Health memorandum on treatment and supervision of heroin addiction (see *C. & D.*, March 18, p. 241), seven Leeds doctors write to urge the Government to take immediate action to ban the manufacture and distribution of heroin and cocaine, for which they say there are adequate substitutes. They also suggest compulsory notification of all patients who receive addictive drugs for more than two weeks—the proposal to permit prescribing for relief of pain due to organic disease or other specified causes would provide "a loop-hole through which any patient could pass." (*B.M.J.*, March 18, p. 701.)

PHENYLBUTAZONE and oxyphenbutazone should not be used to treat polymyalgia rheumatica and temporal arteritis (both accepted as manifestations of disseminated arteritis), say workers at the University of Uppsala, Sweden. They report four cases in which myalgic pains were completely relieved by the drugs, though the disease continued to progress. It is suggested that by masking the progression, continued use of the drugs creates a therapeutic hazard. The only safe treatment seems to be long-term corticosteroid therapy, say the authors. (*Lancet*, March 18, p. 597.)

RECURRENT aphthous ulceration is often helped by the use of corticosteroid lozenges, says *Drug and Therapeutics Bulletin*. For long-term treatment the preparation in oral paste is probably safer, since less corticosteroid is likely to be absorbed. Bioral gel and pellets have not yet been shown to have any effect. Bonjela is an alternative to established palliative preparations such as benzocaine compound lozenges but seems to have no special advantage (*D. & T. B.*, March 17.)

NEW COMPANIES

P.C.=Private Company. R.O.=Registered Office.
CHEMIMARTS, LTD. (P.C.). — Capital £100. To carry on the business of chemists and druggists, etc. Subscribers: Stanley H. Davis and David Ordish. R.O.: 29 Oxford Street, London, W.1.

McILHENNY CO. LTD. (P.C.). — Capital £1,000. To carry on the business of manufacturers of and dealers in drugs, medicines, pharmaceutical and chemical substances, etc. Subscribers: Timothy S. Johnson, Gregory's Cottage, Grove Road, Beaconsfield, Bucks; G. E. V. Kidd.

S.D.A. PHARMACEUTICALS, LTD. Registered as a company limited by guarantee without share capital. The original number of members is 100 each liable for £1 in the event of winding up. To collect, process and analyse information relating to matters connected with the pharmaceutical trade, etc. Subscribers: C. C. Cumming, M.P.S. Richard A. Briggs, M.P.S. C. Harold Coxon, M.P.S. A. R. Ritchie, M.P.S. E. Hugh Butler, M.P.S. W. N. Boorne, M.P.S. and William L. Nicholson, M.P.S. The management is vested in a committee, the first members of which are to be appointed by the subscribers. All members of the company are required to be members of the National Association of Pharmaceutical Distributors. R.O.: 176 Northolt Road, South Harrow, Middlesex.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical publications

- OCTANOIC ACID**, effects of, on serum-levels of free fatty acids, insulin, and glucose in patients with cirrhosis and in healthy volunteers. *Lancet*, March 18, p. 593.
- THERAPEUTIC hazards of phenylbutazone and oxyphenbutazone in polymyalgia rheumatism**. *Lancet*, March 18, p. 597.
- SAFETY CLOSURES**. Research and development in *Drug and Cosmetic Ind.*, February, p. 38.
- SPRAY-DRYING AND CONGEALING DRUGS**. *Drug and Cosmetic Ind.*, February, p. 47.
- CHLORAMPHENICOL**. Prescribing of in general practice. *Brit. med. J.*, March 18, p. 671.
- ORAL CONTRACEPTIVE DRUGS**. Melasma induced by. *J. Amer. med. Ass.*, February 27, p. 601.
- MEASLES IMMUNISATION**. A statewide mass programme. *J. Amer. med. Ass.*, February 27, p. 619.
- THE INTERACTION of non-ionic surfactants with preservatives**. *S.P.C.*, March, p. 163.
- PRESERVATIVES for parenteral preparations**. *Indian J. Pharm.*, February, p. 38.
- INDIAN CARAWAY**. Study of and its substitutes. *Indian J. Pharm.*, February, p. 42.
- SYNTHESIS AND ANTIBACTERIAL ACTIVITY of some Mannich bases**. *Indian J. Pharm.*, February, p. 46.
- COLOUR-CHANGING AGENTS in hair cosmetics**. *Dragoco Report*, February, p. 23.
- TRADITIONAL DRUG DISTRIBUTION SYSTEMS**. Review and criticism of. *Amer. J. hosp. Pharm.*, February, p. 52.
- DRUG DISTRIBUTION SYSTEMS**. Professional considerations in. *Amer. J. hosp. Pharm.*, February, p. 60.
- A DRUG DISTRIBUTION SYSTEM**: The logistics of. Packaging, labelling and storage. *Amer. J. hosp. Pharm.*, February, p. 63.
- GINGER**: Properties and chemistry. *Manf. Chemist*, March, p. 40.
- MENTHOL**. The manufacture and uses of. *Manf. Chemist*, March, p. 51.
- THE COLCHICINE THERAPEUTIC TRIAL**. *J. Amer. med. Ass.*, February 20, p. 525.
- PURIFIED STAPHYLOCOCCAL ALPHA-TOXIN**: Effect on epithelial ion transport. *Science*, March 3, p. 1118.
- MAGNESIUM penoline**: Failure to affect in vivo synthesis of brain RNA. *Science*, March 3, p. 1125.
- THE PRASINOMYCINES**: Antibiotics containing phosphorus. *Nature*, March 18, p. 1092.
- ACTION OF DISINFECTANTS on experimental mouse scrap**. *Nature*, March 18, p. 1135.
- METHICILLIN RESISTANCE** and serotype in staphylococcus. Correlation between. *Nature*, March 18, p. 1137.
- ECTROTROPHIC MYCORRHIZAE** as deterrents to pathogenic root infections. *Nature*, March 18, p. 1139.
- NEW PHENOLIC PLANT GROWTH-REGULATING COMPOUNDS**. *Nature*, March 18, p. 1155.

COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—April 2-8														
PRODUCT	London	Midland	North	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Anadin	4/120	1/30	2/60	3/90	2/60	2/60	2/60	2/60	2/60	2/60	1/30	4/120	—	2/60
André Philippe hair lacquer...	—	—	—	—	—	—	—	—	7/35	—	—	—	—	—
Anne French	2/60	1/30	—	—	1/30	1/30	—	—	—	—	—	—	—	—
Askit powders and tablets ...	—	—	—	7/49	—	—	—	—	—	—	3/21	2/14	—	—
Bisodol	—	2/14	—	—	—	5/25	—	—	—	—	—	—	—	—
Dettol	1/45	1/45	—	1/45	1/45	2/90	1/45	1/45	2/90	1/45	—	1/45	—	2/90
Fennings gripe mixture	—	—	1/7	—	—	—	—	—	—	—	—	—	—	—
Horlicks	2/60	2/60	3/90	2/80	2/60	3/90	2/60	3/120	2/60	2/60	2/60	2/80	—	2/60
Loxene extra	1/30	1/30	1/30	—	—	—	—	—	—	—	—	—	—	—
Score hairdressing	2/60	3/90	2/60	3/90	2/60	3/90	2/60	2/60	2/60	2/60	3/90	3/90	—	3/90
Steradent	1/30	1/30	1/30	2/60	1/30	1/30	1/30	—	1/30	2/60	2/60	1/30	—	2/60
Stera-fix	1/15	—	—	—	—	—	—	—	—	—	—	—	—	—
Trebles	2/60	2/60	2/60	1/30	1/30	1/30	1/30	3/90	2/60	1/30	2/60	2/60	—	—

March 25, 1967

imulative price changes

AMENDING C & D
QUARTERLY PRICE LIST
FOR MARCH 1967

ecoline (49 AF) ampoules 0.1 gm 8 64 0 — 7 2 cthar (61 APC) †s4B intravenous 45iu 84 0 — — dcortyl-A (1176 Squibb) intramuscular (vet.) 100gm & 1gm d-Pilo (930 P & B) †s1 ophthalmic solution 1% 10mils 5 6ea — 8 3 2% 10mils 6 3ea — 9 5 4% 10mils 7 9ea — 11 8 ibamycin GU (1263 Upjohn) †s4B tablets 30 32 2ea — — 100 104 6ea — — in-Ex (760 Liga) existing entry in-Ex (760 Liga) low protein biscuits 5oz 20 0 — 2 3 napax (1053 Rexall) cold tablets delete † cough pastilles insert † nasal spray delete † tibacsyn (52 Antibody) itol (11 Aerosmoke) (distributors 1518 Tillner) L. 37 (52 Antibody) petrol (1441 Wallace) †s4B tablets 100 19 1ea — 28 8 50 — — — ral (333 Cupal) existing entry ral (333 Cupal) air fresheners bouquet blocks 11 1 — 1 3 cedar blocks 22 0 — 2 6 junior blocks 6 11 — 2 9 rainbow blocks 18 10 — 2 0 air freshener aerosols Apple Blossom super size 37 4 — 3 11 Caribbean Night popular size 32 5 — 3 3 Magnolia Blossom household size 29 2 — 2 11 super size 37 4 — 3 11 Rose Petal household size 29 2 — 2 11 super size 37 4 — 3 11 Touch of Spring super size 37 4 — 3 11 bubble pack blocks apple blossom, carnation, lavender moth repellent, magnolia blossom, rose petal, toilet car air freshener 13 10 — 1 6 16 0 — 1 9 inson (76 Atkinson) English lavender 2oz 71 3 19 1 10 6 4oz 132 4 35 6 19 6 7oz 203 6 54 7 30 0 14oz 390 0 104 7 57 6 28oz 746 0 200 0 110 0 ogel (1281 Vincent) (distributors 1054 R&A) gel tube 31 4 8 7 4 6 ke-Phages (49 AF) mpoules coli-phage 5mils 143 0 — 15 11 intesti-phage 5mils 143 0 39 4 19 3 rhino-phage 4mils 143 0 39 4 19 3 hari (Piguet (1253 Turnpenny) existing entry) hari (Piguet (1446 Pearmoss)) perfume 1oz 12 9ea 3 7ea 22 10 2oz 30 3ea 8 5ea 54 0 3oz 43 2ea 11 11ea 76 6 1oz 61 11ea 17 1ea 110 0 2oz 104 2ea 28 8ea 184 6 4oz 190 9ea 50 0ea 336 0 2oz 18 6ea 5 0ea 32 0 4oz 28 0ea 7 9ea 49 0 8oz 44 0ea 11 7ea 79 0 16oz 72 6ea 20 1ea 129 0 32oz 106 0ea 29 2ea 188 0 ilet water 2oz 18 6ea 5 0ea 32 0 4oz 28 0ea 7 9ea 49 0 8oz 44 0ea 11 7ea 79 0 16oz 72 6ea 20 1ea 129 0 32oz 106 0ea 29 2ea 188 0 But-Aid (672 Johnson) existing entry But-Aid (672 Johnson) plastic plasters wallets 8 6 — 1 0 medium assorted 21 3 — 2 6 1 1/2 in x 1yd strip 21 3 — 2 6 2 1/2 in x 1yd strip 29 6 — 3 6 2 1/2 in x 6in strip 4 3 — 2 6 sheer plasters 21 3 — 2 6 washproof plasters wallets 8 6 — 1 0 small assorted carton 12 9 — 1 6 medium assorted tin 21 3 — 2 6 large assorted tin 29 9 — 3 6 medium strips tin 21 3 — 2 6 large strips tin 29 9 — 3 6 3 in x 1/2 in 100 91 0 — 11 4 1/2 3 in x 1 in 100 112 0 — 14 0 1 in dia 100 78 0 — 9 9 1 1/2 in x 1 1/2 in 100 106 0 — 13 3 5 21 3 — 2 6 2 in x 4 1/2 in 50 224 0 — 28 0 butterfly closure 100 72 0 — 9 0 D Bandit (Piguet (1253 Turnpenny) existing entry) I Bandit (Piguet (1446 Pearmoss)) perfume 1oz 15 0ea 4 2ea 26 8 2oz 34 4ea 9 5ea 61 0 3oz 57 9ea 15 8ea 102 6 1oz 88 0ea 24 1ea 174 0 2oz 151 9ea 41 10ea 269 6 4oz 267 0ea 73 5ea 474 0 toilet water 2oz 18 6ea 5 0ea 32 0 4oz 28 0ea 7 9ea 49 0 8oz 44 0ea 11 7ea 79 0 16oz 72 6ea 20 1ea 129 0 32oz 106 0ea 29 2ea 188 0 Belmag (713 KH) Ideal quartz lamp 511.136 442 6ea — 590 0 Benoxyl (1191 Stiefel) lotion plain 30mils 60 0 16 6 8 11 regular 30mils 62 0 17 0 9 2 strong 30mils 66 0 18 2 9 9 Betnesol (518 Glaxo) tablets 0.5mgm 500 D Bonny Bouncer (436 Evans) see under Cindico I Bounce (481 F & S) hair set tube 35 2 9 8 5 6 D Bourn-Vita (216 Cadbury) existing entry I Bourn-Vita (216 Cadbury) 1lb 15 10 1/2 — 1 8 1lb 28 6 — 3 0 1lb 54 8 — 5 9 D British bee venom (52 Antibody) all packs D British grass pollen (52 Antibody) Bromodyne (745 Legat) D Cadbury (216 Cadbury) diabetic chocolate plain 1lb 15 10 1/2 — 1 8 almond 1lb 21 10 3 3 2 4 assorted — — — — D Cadum (280 CP) 5 pack minimum order soap continental toilet 18 10 5 2 1 2 (2doz) (2doz) bath 29 7 8 1 1 10 D Carbellon (830 Medo) 500 pack D Check (1533 Check) existing entry I Check (532 Goya) deodorant aerosol 110gm 44 1 11 9 1/2 6 6 puffer 34cc 28 10 7 8 1/2 4 3 roll-on 50cc 37 3 9 11 1/2 5 6 Chem-Plus (810 Maw) denture cleanser 18 6 5 1 2 9 Chix (672 Johnson) disposable nappy liners 14 0 — 1 9 I Cindico (264 Cindico) Baby Bouncer exercise harness 45 0ea — 67 6 Pelican baby's bib 54 0 — 6 9 Colorfast (265 Clairol) shampoo sachet 20 3 5 7 3 0 (3 doz.) (3 doz.) Compericum (1261 Ucal) 4oz 44 0 12 1 6 2 				Condition (265 Clairol) hair conditioner tube 37 0 10 2 5 6 Co-tabs (311 C) P.10 paracetam 500mgm 100 38 6 — — 250 6 8ea — — 1000 24 0ea — — P.32 penicillin V 250mgm T5 100 318 0 — — Coty (301 Coty) eye shadow powder evening shades 61 0 16 3 9 0 hand care cream 296 35 6 9 6 5 3 D hand treatment cream — D Cow and Gate (307 C & G) humanised milk food 20 oz. D Cravache (Piguet (1253 Turnpenny) existing entry) I Cravache (Piguet (1446 Pearmoss)) after shave or toilet water for men 202 17 0ea 4 8ea 29 6 402 27 0ea 7 5ea 48 0 802 39 6ea 11 0ea 70 0 1602 66 6ea 18 8ea 118 0 3202 103 6ea 27 8ea 183 0 Crest Naturac (1203 Surex) protectives 72 0 — 3 9 (1 gross) Crookes (324 Crookes) hand cream 50gm 24 0 6 7 3 7 114gm 48 0 13 3 7 1 1/2 28gm — — — — D Day's (358 D&S) Black Drink 21oz 39 4 13 7 6 3 Driffield oils 10oz 68 11 23 2 10 9 20oz 131 1 44 5 20 6 Ethereic ammonia 8oz 55 9 18 11 8 9 71b 24 0ea 8 4ea 46 0 Red Drink 14lb 47 0ea 15 10ea 88 0 28lb 88 7ea 29 11ea 166 0 White oils 10oz 68 11 23 2 10 9 20oz 131 1 44 5 20 6 Declinax (1074 Roche) tablets 10mgm 100 16 8ea 25 0 500 68 0ea 102 0 20mgm 100 24 0ea 36 0 500 98 8ea 148 0 Dee Gee (542 Griffin) spare lamp 18 9 5 0 2 6 Desert Flower (1131 Shulton) deodorant spray 1838 45 3 12 2 6 11 I sparkling Cologne 1701 72 3 19 4 10 11 Beauty Ice tube 1977 46 3 12 5 7 1 jar 1992 84 0 22 6 12 8 Beauty Clear 1993 70 6 18 11 10 8 Beauty Clean 1994 70 6 18 11 10 8 Corn Silk fluid make-up 70 0 18 9 10 Micron face powder 6520 84 0 22 6 12 8 pressed compact 6530 84 0 22 6 12 8 6533 50 3 13 6 7 8 refill 14 8 — 1 10 1/2 Diajubes (588 H&H) Dimyrl (1530 Fisons) capsules 20 38 0 — 4 9 Diovol (1441 Wallace) tablets 50 5 6ea 1 6ea 43 7 250 24 6ea 6 10ea Dippity-do (1242 Toni) hairspray 34 2 1/2 9 5 4 11 Donnagel P.G. (1071 Robins) †DDI suspension 6 oz 82 0 — 10 3 Econopen-V (1320 W5P) TS tablets 125mgm 100 12 11ea — 19 5 500 63 7ea — — 250mgm 100 26 8ea — 40 0 500 132 4ea — — Elsan Blue (418 EM) symbol † symbol †			
--	--	--	--	--	--	--	--

when prescriptions call for INSULINS, supply

WELLCOME

brand

•SOLUBLE •LENTE •PROTAMINE ZINC •GLOBIN



BURROUGHS WELLCOME & CO (The Wellcome Foundation Ltd.) LONDON

D	Elsanol (418 EM)										3-piece E695 292 0 80 4 23 6										100 9 10ea 2 8ea									
	symbol †										Harmony 3-piece E658 145 0 39 10 21 6										4 1/2 x 6 1/2									
I	Endocil (917 Organon)										4-piece E661 267 9 53 3 37 11										6 x 8									
	Sun-care lotion										E665 195 6 53 8 28 11										6 1/2 x 8 1/2									
	110gm 64 2 17 8 9 6										5-piece E694 329 3 67 4 45 6										8 x 10									
	Envacar (969 Pfizer)										Princess 4-piece E679 212 6 58 6 31 6										10 x 12									
	tablets 10mgm 100 39 7ea — 59 5										Prolene combs										12 x 15									
	500 192 0ea — 288 0										CC181, CC282, CC383, CC484										16 x 20									
	40mgm 100 148 6ea — 222 9										Heath & Heather (588 H&H)										20 x 24									
	500 720 3ea — 1080 5										cider vinegar 10oz 28 0 — 3 6										Insidon (501 Geigy) ts4B									
	Ethiazide (830 Medo)										40oz 88 0 — 9 9										tablets 50mgm 30 7 3ea — 1									
	tablets 100 9 0ea — 13 6										extract of rosemary 20 6 5 6 2 1 1/2										1000 186 3ea — 27									
	250 21 0ea — 31 6										home brewed beer pack 18 0 2 11 1/2 2 6										Integrin (97 Bayer)									
	500 41 0ea — 61 6										honey										tablets 250 148 10ea 40 11ea									
	Extil (394DF) ts7										Special Blend (clear or set) 1lb 39 0 — 4 3										Irojel (358 D&S)									
	linctus 5oz 60 0 — 7 6										Lime Blossom—Roumania (clear)										camera outfit — — 38									
	Fairlie (672 Johnson)										1lb 38 0 — 4 0										camera C — — 37									
	cotton wool 2oz. and 8oz.										7lb 19 6ea — 24 0										Iso-Rapid (16 AGL)									
	Fame (Corday (813 MF))										Orange—Spain (set) 1lb 35 0 — 3 8										camera 1C outfit — — 10									
	talcum 100 0 23 9 14 8										7lb 18 6ea — 23 0										It's Magic (333 Cupal)									
	Faringets (97 Bayer)										Clover—New Zealand (set) 1lb 38 0 — 4 0										spot lifter 47 6 —									
	lozenges 20 26 0 — 3 3										7lb 19 6ea — 24 0										Jaslyn (1070 Windsor)									
	FebriLix (147 Boots)										Golden—Mexican (set) 1lb 32 0 — 3 6										soap mammoth ovals 2002 17 6 4 8									
	elixir 60mils 20 0 — 2 6										7lb 16 6ea — 22 0										Johnsons (672 Johnson)									
	Fentazin (34 A & H) ts4B										Hymetius (clear) 1lb 56 0 — 6 0										cellulose wadding B.P.C. 16oz 30 0 —									
	syrup 2 litres 45 0ea — 67 6										7lb 32 0ea — 40 0										dressing pack sterilised 16 0 —									
	Ferroids (1061 Riker)										French Heather (clear) 1lb 61 0 — 6 6										gauze and cotton tissue B.P.C. 16oz 81 6 —									
	tablets 100 76 0 — 9 6										7lb 34 6ea — 43 0										Drug Tariff 16oz 66 6 —									
	Ferrol (573 JH) †										Floral—Canada (set) 1lb 35 0 — 3 8										incontinence pads 12 78 0 —									
	compound 58 0 15 11 1/2 8 6										7lb 18 6ea — 23 0										protective pants interliners 12 67 0 —									
	115 0 31 7 1/2 16 9										Everyday—Guatemala (clear) 1lb 35 0 — 3 8										absorbent underpads — — —									
	Folaemin (1061 Riker)										7lb 18 6ea — 23 0										chiropracist's felt N.H.S. — — —									
	tablets 100 80 0 — 10 0										Acacia—Roumania (clear) 1lb 35 0 — 3 8										cotton wool B.P.C. 1/2 oz, 2oz, 8oz — — —									
	D Fracas (Piguet (1253 Turnpenny) existing entry)										7lb 18 6ea — 23 0										sterilised 1/2 oz — — —									
	I Fracas (Piguet (1446 Pearmoss))										molasses 31 6 — 3 6										lint B.P.C. 1/2 oz, 2oz, 8oz — — —									
	perfume 1/2 oz 12 9ea 3 7ea 22 10										pot pourri talcum 23 6 6 6 3 6 1/2										pleated wool — — —									
	1/2 oz 30 3ea 8 5ea 54 0										skimmed milk 20 0 — 2 3										D Kee (1000 PPL)									
	1/2 oz 43 2ea 11 11ea 76 6										granules 32 3 9 6 4 6										nylon whitener standard 36 5 —									
	1/2 oz 61 11ea 17 1ea 110 0										dandelion coffee 1lb — — —										double (2 doz.) 63 2 —									
	2oz 104 2ea 28 8ea 184 6										toothpaste azulene 32 3 — — —										(2 doz.)									
	4oz 190 9ea 50 0ea 336 0										brilliantine liquid & solid — — —										A Kifa (1207 Svedmed)									
	4oz 28 0ea 7 9ea 49 0										H.E.B. (589 HEB)										I Kodak (711 Kodak)									
	8oz 44 0ea 11 7ea 79 0										pix. carb. 1%, 2% or 3% 21oz 36 0 — — —										black and white roll films per 100 rolls									
	16oz 72 6ea 20 1ea 129 0										21oz 120 0 — — —										Verichrome Pan 127, 120, 620 224 7 61 9 3									
	32oz 106 6ea 29 2ea 188 0										22oz 15 6ea — — —										126 265 5 73 0 4									
	Gala (876 MP)										5lb 50 0ea — — —										116 291 8 80 3 5									
	nail colour pearl 1036 52 5 14 5 7 9										7lb 65 0ea — — —										828 210 0 57 9 3									
	D Gamgee (1073 Robinson) existing entry										Hexopal (97 Bayer)										120 224 7 61 9 3									
	I Gamgee (1073 Robinson)										tablets 200mgm 40 89 0 — 11 2										Panatomic-X Tri-X Pan 127, 120, 620 250 10 69 0 4									
	tissue blue label										250 39 10ea — 59 10										black and white miniature film									
	B.P.C.										1000 144 4ea — 216 7										Plus-X Pan 135-20 362 6 99 8 5									
	2oz 13 0 — — 1 5 1/2										500mgm 100 39 3ea — 58 11										135-36 465 8 128 1 7									
	4oz 23 3 — — 2 7										500 194 7ea — 291 11										935 275 0 75 8 4									
	8oz 43 3 — — 4 10										Humagel (938 PD)										5 metres 737 6 202 10 11									
	16oz 81 6 — — 9 1										suspension 150mils 13 2ea 3 7 1/2ea 23 4 1/2										17metres 2206 3 606 9 3									
	pink label NHS No. 3										360mils 30 0ea 8 3ea 53 3										Tri-X Pan 135-20 362 6 99 8 5									
	2oz 11 2 — — 1 3										Ilford (645 Ilford)										135-36 465 8 128 1 7									
	4oz 19 6 — — 2 2										paper Ilfobrom single weight										935 275 0 75 8 4									
	8oz 35 9 — — 4 0										2 1/2 x 3 1/2 100 4 6ea 1 3ea 8 0										135-36 465 8 128 1 7									
	16oz 66 6 — — 7 5										3 1/2 x 3 1/2 100 5 10ea 1 8ea 10 5										5 metres 737 6 202 10 11									
	Glycinello (664 J5 & C)										3 1/2 x 4 1/2 100 7 0ea 1 11ea 12 5										17metres 2206 3 606 9 3									
	hand cream tin										250 16 10ea 4 8ea 29 11										Tri-X Pan 135-20 362 6 99 8 5									
	28gm 13 4 3 8 2 0										100 8 4ea 2 9ea 4 9										135-36 465 8 128 1 7									
	Go (994 P & M)										250 20 2ea 5 7ea 35 10										935 275 0 75 8 4									
	aerosol perfumed										25 3 10ea 1 1ea 6 10										135-36 465 8 128 1 7									
	roll-on 7757 44 0 12 1 6 3										100 12 8ea 3 6ea 22 6										17metres 2206 3 606 9 3									
	7751 30 0 8 3 4 6										250 30 8ea 8 5ea 54 5										Panatomic-X 135-36 465 8 128 1 7									
	spray perfumed										250 46 0ea 12 1ea 81 1										935 275 0 75 8 4									
	7752 23 8 6 6 3 6										100 12 8ea 3 6ea 22 6										17metres 2206 3 606 9 3									
	stick 7747 16 11 4 8 2 6										250 30 8ea 8 5ea 54 5										Panatomic-X 135-36 465 8 128 1 7									
	7748 27 0 7 5 4 0										250 46 0ea 12 1ea 81 1										935 275 0 75 8 4									
	perfumed 7749 18 7 5 1 1/2 2 9										100 12 8ea 3 6ea 22 6										17metres 2206 3 606 9 3									
	talcum powder 7756 37 2 10 3 5 6										250 30 8ea 8 5ea 54 5										Panatomic-X 135-36 465 8 128 1 7									
	Gold Lace (794 MHC)										250 46 0ea 12 1ea 81 1										935 275 0 75 8 4									
	tissues 20 0 — — 2 6										100 12 8ea 3 6ea 22 6										17metres 2206 3 606 9 3									
	Gonadotrophon (930 P & B) ts4B										250 30 8ea 8 5ea 54 5										Panatomic-X 135-36 465 8 128 1 7									
	L.H. ampoules 12,000iu 1 30 0ea — 45 0										250 46 0ea 12 1ea 81 1										935 275 0 75 8 4									
	Goya (532 Goya)										100 12 8ea 3 6ea 22 6										17metres 2206 3 606 9 3									
	lipshen 37 3 9 11 1/2 5 6										250 30 8ea 8 5ea 54 5										Panatomic-X 135-36 465 8 128 1 7									
	talcum luxury 100gm 33 11 9 1 5 0										250 46 0ea 12 1ea 81 1										935 275 0 75 8 4									
	Cedar Wood shaving bowl refill 3 1/2oz 37 3 9 11 1/2 5 6										100 12 8ea 3 6ea 22 6										17metres 2206 3 606 9 3									
	after shave decanter 158cc 79 8 21 4 1/2 11 9										250 30 8ea 8 5ea 54 5										Panatomic-X 135-36 465 8 128 1 7									
	lather shave 80gm 27 1 7 3 4 0										250 46 0ea 12 1ea 81 1										935 275 0 75 8 4									
	pre-shave decanter 158cc 79 8 21 4 1/2 11 9										100 12 8ea 3 6ea 22 6										17metres 2206 3 606 9 3									
	Timeless Cologne luxury size 170cc 113 8 30 5 1/2 16 9										250 30 8ea 8 5ea 54 5										Panatomic-X 135-36 465 8 128 1 7									
	eau de toilette 25cc 72 11 19 6 1/2 10 9										250 46 0ea 12 1ea 81 1										935 275 0 75 8 4									
	deodorant aerosol — — — — —										100 12 8ea 3 6ea 22 6										17metres 2206 3 606 9 3									
	eye shadowmatic — — — — —										250 30 8ea 8 5ea 54 5										Panatomic-X 135-36 465 8 128 1 7									
	Cedar Wood shaving bowl 3 1/2oz — — — — —										250 46 0ea 12 1ea 81 1										935 275 0 75 8 4									
	refill 3 1/2oz — — — — —										100 12 8ea 3 6ea 22 6										17metres 2206 3 606 9 3									
	Gumeze (372 De Witt)										250 30 8ea 8 5ea 54 5										Panatomic-X 135-36 465 8 128 1 7									
	19 9 5 4 2 11										250 46 0ea 12 1ea 81 1										935 275 0 75 8 4									
	Halax (560 Halax)										100 12 8ea 3 6ea 22 6										17metres 2206 3 606 9 3									
	hair brushes gents woodgrained finish D117 85 9 23 7 12 6										250 30 8ea 8 5ea 54 5										Panatomic-X 135-36 465 8 128 1 7									
	ladies brush sets engine turned										250 46 0ea 12 1ea 81 1										935 275 0 75 8 4									
											100 12 8ea 3 6ea 22 6										17metres 2206 3 606 9 3									

56 1	5 10	7 6	Paxidorm (1301 WM) ts4B	50 7 6ea	—	—	hair emulsion	16 0	4 0	2 3
64 9	6 9	8 8	tablets	50 7 6ea	—	—	insecticide powder	4oz	17 6	1 11
57 3	6 0	7 8	D Pelican (264 Cindico)	see under Cindico	—	—	plastic puffer	7oz	26 8	2 11
79 8	8 4	10 8	Penbritin (1393 BRL) TS	capsules	20 22 9ea	—	ant killer	1 lb	35 0	3 11
125 2	13 1	16 9	250mgm	100 109 6ea	—	34 1 1/2	cattle louse powder	1 lb	35 0	1 11
190 6	19 11	25 6	500mgm	500 529 6ea	—	164 3	Setco-Kil (333 Cupal)	slug tablets	150	3 11
41 2	4 4	5 6	injection	20 43 9ea	—	794 3	Sequestrene (871 MCC)	size 3	21 8ea	—
42 4	4 5	5 8	100mgm	100 210 0ea	—	65 7 1/2	Si-Ko (1101 Sangers)	mouth spray aerosol	55 9	15 4
			100mgm	100 210 0ea	—	315 0	Silver-Tex (1203 Surex) existing entry	55 9	15 4	7 11
			250mgm	100 210 0ea	—	6 1 1/2	Silver-Tex (1203 Surex)	protectives	60 0	—
			500mgm	100 210 0ea	—	9 10 1/2	(1gross)	—	—	—
			syrup 125mgm/	5mils 60mils 9 8ea	—	14 6	Simbix (173 Britanol)	nibbles puff crackers	26 3	—
			5mils 60mils 18 0ea	—	—	27 0	sweetmeal digestive	22 6	—	—
			forte 60mils 18 0ea	—	—	20 3	wheatmeal digestive	—	—	—
			tablets 125mgm 20 13 6ea	—	—	93 9	5small Change (1127 Seton)	5MP (451 F&J)	—	—
			100 62 6ea	—	—	—	SMP (930 P&B)	Sofra-Tulle (1087 Roussel) TS	dressings 4x4in 10 56 0	—
			Penbritin K.S. (1393 BRL) ts4B	powder for suspension 60mils 8 9ea	—	13 1 1/2	Sombra (1532 Care)	aerosol spray	—	—
			Philiashave (977 PE)	shaver Traveller cordless	72 1ea	19 5ea	115 6	Sonki II (713 KH) existing entry	—	—
			Phospho-soda (49AF)	6oz 65 0	17 10 1/2	8 9	—	Sonki II (713 KH)	health lamp with timer	147 0ea
			Photopia (980 Photopia)	binoculars 7x35	—	—	229 9	Sonki III (713 KH)	health lamp with timer	161 8ea
			7x50	—	—	—	273 10	Spray Tan (47 Anestan)	original lanolin or extra soft	66 4
			8x30	—	—	—	218 9	Strike (818 M&B)	rooting powder	30 0
			8x40	—	—	—	240 9	Summer Blonde (265 Clairol)	hair lightener	53 0
			10x50	—	—	—	277 10	Tabloid (208 BW)	three bromides 12	—
			12x50	—	—	—	288 4	T.C.P. (1552 UL)	pet antiseptic	16 9
			16x50	—	—	—	299 7	Tephamine (1091 Rybar)	mixture	4oz 45 0
			20x50	—	—	—	310 7	Thiaver (1061 Riker) ts4B	tablets	100 38 0ea
			7x35w/a	—	—	—	343 4	500 187 4ea	—	—
			8x40w/a	—	—	—	378 7	Thibenzole (837 MSD)	autodrencher with priming cartridge	132 9ea
			Physeptone (208 BW) ts1DD	injection 10mgm/ml	5 2 6ea	—	3 9	liquid cartridge	720cc 76 6ea	—
			10	—	—	—	—	Thionaiodine-V (49AF)	tablets	40 62 0
			Pinoletta (1030 Ravika)	bubble bath 1 lb 60 0	17 0	9 6	—	Thyropit (830 Medo)	500 pack	—
			Plus (1565 P. Plus)	cubeflash	—	—	24 10	Toniron (830 Medo)	500 pack	—
			Polycrol (894 Nicholas)	gel 12oz 89 0	22 7	13 1	—	Tonivitan (830 Medo)	capsules 500	—
			Ponoxylan (1320 W5P)	derm 45gm 66 0	18 0	9 9	—	Toujours Moi (Corday (813 MF))	talcum	100 0
			Possession (Corday (813 MF))	talcum 100 0	23 9	14 8	—	Trasylol (452FBA)	ampoules 100,000 k.i.u.	10mils 5 567 0ea
			Pretty Feet (1164 55L)	tablets	100mgm 100 282 4ea	—	—	Trihexin (409 EH)	capsules	80 148 0
			Pretty Feet (1113 5& B)	Quicksies (451 F&J)	skin cream 12 11 3 7 1/2	1 11	—	Trinitrine Caffeine (49 AF) ts7	pills	60 45 0
			Provera (1263 Upjohn) ts4B	20 3	5 7 1/2	3 0	—	Trinitrine Papaverine (49 AF) ts1	pills	60 73 0
			Rantu (67 Ashe)	tablets	40 58 0	16 0	8 2	Triptafen-DA (34 A&H) ts4B	suspension	5oz 7 6ea
			Rauwiloid + Veriloid (1061 Riker) ts4B	tablets	100 36 8ea	—	55 0	500mils	25 0ea	—
			100 175 4ea	—	263 0	—	—	forte suspension	5oz 8 9ea	—
			Regula (980 Photopia)	flash unit variant F5	—	—	356 9	500mils	28 11ea	—
			Revlon (1052 Revlon)	lip blushers 0319 62 6	17 2	9 6	—	Tubifoam (1127 Seton)	(distributors 93 BJ)	single tubes
			Right Guard (514 Gillette)	deodorant aerosol	2 1/2oz 41 3	11 4	5 9	2032, 2033	1 2ea	—
			Rosemary (588 H&H) existing entry	shampoo	sachet 5 3	1 5	9	2034, 2035	1 6ea	—
			Rosemary (588 H&H)	bottle	2oz 16 6	4 6	2 6 1/2	2036	1 10ea	—
			Rotter (444 FAIR)	tablets	40 58 0	16 0	8 2	Ucal (1261 Ucal)	blood purifier 16oz	32 0
			dp 360 41 0ea	—	—	—	—	bronchial catarrh	4oz 19 0	5 3
			dp 720 77 0ea	—	—	—	—	syrup†	4oz 19 0	5 3
			Ruby (1418 Strenol)	tapeworm remedy (vet.)	—	—	—	chillie paste	2oz 19 0	5 3
			Rybar (1091 Rybar) †	Rybar co. tablets 25	48 0	13 2	7 1	nursery powder	100gm	15 0
			Scarfe (588 H&H)	herbal cigarettes 20 21 6	—	—	2 6	peppermint oil	1oz	14 6
			Schick (1054 R & A)	razor kit Y100 44 0	12 1	6 6	—	solution	4oz	—
			Secto (333 Cupal) existing entry	aerosols	—	—	—	baby cream	4oz	—
			ant killer	household size 41 0	—	4 3	—	borated zinc and	—	—
			biting insect repellent	popular size 44 3	11 0	5 6	—	starch nursery powder	—	—
			floral fly killer	super size 37 4	—	3 11	—	Uraseptine (49 AF)	granules	80gm 67 0
			mothproof	household size 32 5	—	3 3	—	Valopto (343 DH)	19 2	5 3 1/2
			household size	superfast fly killer	41 0	—	4 3	Vasodex (451 F&J)	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P&B)	—	—
			super size	super size 75 0	—	7 6	—	Vasodex (930 P&B)	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasocidin (451 F&J)	—	—
			super size	super size 41 0	—	4 3	—	Vasocidin (930 P&B)	—	—
			super size	super size 41 0	—	4 3	—	Vasocidin-D (451 F&J)	—	—
			super size	super size 41 0	—	4 3	—	Vasocidin-D (930 P&B)	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (451 F&J)	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P&B)	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0	—	4 3	—	Vasodex (930 P & B) ts7	—	—
			super size	super size 41 0</						

	ophthalmic solution	15mils	6	6ea	—	9	9	
D	Vasopred (451 F & J)							
I	Vasopred (930 P & B) TS							
	ophthalmic solution	10mils	6	6ea	—	9	9	
D	Vasosulph (451 F & J)							
I	Vasosulph (930 P & B)							
D	Vasozinc (451 F&J)							
I	Vasozinc (930 P&B)							
I	Vatenol (S83 HP)							
	tablets 10mgm	100	25	0ea	—	37	6	
	40mgm	100	93	9ea	—	140	8	
	Vax (191 BVF)							
D	vacuum jug Standard G69							
D	Grecian J70							
D	refill R231							
D	Seal-a-Vac stoppers VA131/125							
D	Visa (Piguet (1253 Turnpenny) existing entry)							
I	Visa (Piguet (1446 Pearmoss))							
	perfume	1/2oz	12	9ea	3	7ea	22	10
		1/2oz	30	3ea	8	5ea	54	0
		1/2oz	43	2ea	11	11ea	76	6
		1oz	61	11ea	17	1ea	110	0
		2oz	104	2ea	28	8ea	184	6
		4oz	190	9ea	50	0ea	336	0
	toilet water	2oz	18	6ea	5	0ea	32	0
		4oz	28	0ea	7	9ea	49	0
		8oz	44	0ea	11	7ea	79	0
		16oz	72	6ea	20	1ea	129	0
		32oz	106	0ea	29	2ea	188	0
	Vitavel A (1285 Vitamins)							
D	capsules 25							

	Warmabed (1308 Warmabed) existing entry							
I	Warmabed (1308 Warmabed)							
	De Luxe electric							
	blankets	60x30	—	—	122	6		
	double	60x48	—	—	170	4		
	dual control	60x48	—	—	215	1		
	three heat	60x30	—	—	150	8		
	single	60x48	—	—	239	7		
	double	60x48	—	—	63	0		
	five step control	—	—	—	77	6		
	unit	—	—	—	5	3		
	table lamp model	—	—	—				
	Waxsol (896 NL)							
	ear drops	16mils	42	0	—			
D	Wellcome (208 BVV)							
D	semen diluent (vet.)							
D	Windsor (1070 Windsor)							
D	bath crystals	1222						
D	soap luxury	1202						
	Winlam (615 H & M)	48	0	13	3	7	1 1/2	
	Wotan (13 AEG)							
	Theratherm	—	—	—	33	6		
	Ultravitalux GURS3	—	—	—	98	6		
	Zobec (672 Johnson)							
	gauze swabs							
	2x2in	100	33	0	—	—		
	3x3in	100	57	9	—	—		
	4x4in	100	101	0	—	—		
	Zymafluor (1493 Zyma)							
I	tablets	150	24	0	7	0	3	7

AMENDMENTS TO KEY TO SUPP.

13	AEG=AEG (Great Britain), Ltd., 27 C Lane, London, W.C.2. 01-242-9944.
160	Bliss=Bradley & Bliss, Ltd., Kings Road, Reading 40303.
264	Cindico=Cindico Products, Ltd., Albion Driffield, Yorks. Driffield 3434.
576	PH=Philip Harris Medical, Ltd., Hazelwood, Starchley, Birmingham, 30. 021-458-2020.
794	MHC=Mansell Hunt Catty & Co., Ltd., Road, London, N.W.3. Gulliver 3484.
1105	Sarakan=Garakan Products, Ltd., 43 Sun Avenue, Leigh-on-Sea, Essex. Southend 74719.
1234	TCP=Tidebrook Chemical Products, P.O. Box 413, 19 Grange Road, London, S.E. monday 4525.
1347	WB=Wood, Bastow (Elastics), Ltd., Road, Pinxton, Notts. Pinxton 508.
1378	CD=C. D. Indicators, 31 Queen Anne London, S.W.1. Whitehall 9711.
1446	Pearmoss=Pearmoss, Ltd., 81 George London, W.1. 01-935-6440.
1546	Sheranel=Sheranel, Ltd., Rodley, Leeds, Pudsey 76683.

THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

D	Dencyl (113 Bencard)							
D	Epsikapron (678 Kabi) existing entry							
I	Epsikapron (678 Kabi)							
	(distributors 1545 Vestric)							
	injection 40%	10mils	6	30	0ea	—	45	0
	powder 50%	sackehts	30	39	10ea	—	59	9
	syrup 30% 250mils	35	0ea	—	—	52	6	
D	Ergo-Rondose (436 Evans)							
D	Evans (436 Evans)							
D	ringworm ointment (vet.)							
D	teat bougies for cows							
D	acid boric							
	Germaine Monteil (1486 GM)							
	rose tonique	—	—	—	19	10		
		—	—	—	30	0		
D	Gluvan (436 Evans)							
D	Handguard (436 Evans)							
D	Heprona (436 Evans)							
D	40oz							
D	Hexevan (436 Evans)							
D	Hollidays (436 Evans)							
I	Jackel (1412 Jackel)							
	combs aluminium							
	pocket	200	26	6	7	3 1/2	3	11
	medium	210GF	30	6	8	5	4	6
	dressing	225	33	0	9	1	4	11
	tail	252	33	0	9	1	4	11
	hairdressing	263	30	6	8	5	4	6
D	Kalevan (436 Evans)							
D	Malagride (436 Evans)							

	Mavala (664 JS & C)							
	cuticle oil	120	0	33	0	18	0	
D	Nobecutane-D (436 Evans)							
I	Nobecutane-D (394 DF)							
D	Nobepyrrol (436 Evans)							
	Outdoor Girl (876 MP)							
	Brush-on Finish	45	8	12	7	6	9	
	mascara	25	4	6	11 1/2	3	9	
C	Quinasp (1457 PP Ltd) †							
	capsules	12	30	0	8	3	4	6

A = Price Advanced
R = Price reduced
• = New entry
D = Delete
C = Correction
I = Insert

D	Regent (604 HMC) existing entry							
	Regent (604 HMC)							
	binoculars	8x30	—	—	120	0		
	case	8x40	—	—	28	5		
	case	8x40	—	—	138	0		
	case	7x50	—	—	31	11		
	case	10x50	—	—	150	0		
	case	10x50	—	—	35	6		
	case	12x50	—	—	157	6		
	case	12x50	—	—	35	6		
	case	12x50	—	—	162	0		
	case	12x50	—	—	35	6		

	16x50	—	—					
	case	—	—					
I	Royal Sweden (1412 Jackel)							
	hair-brush ladies							
		S01	372	0	102	3 1/2	5	
		S07	432	0	118	9 1/2	6	
D	bath brush	12285	—	—				
R	Slimway (442 Excella)							
	(distributors 261 Christy)							
	slimming tablets	S5	0	—				
	Trimetts (1552 UL)							
	milk chocolate meal	22	0	3	8			
	trebles	20	0	3	4			
	Trimster (1542 Trimster)							
	baby shampoo	18	10	5	2			
	cradle cap lotion	21	11 1/2	6	0 1/2			
	Ulcannon (267 C & A)							
	Gelets	17	0	4	8			
D	Vanvac (436 Evans)							
	Vapona (115 S & N)							
	insect killer strip	9	6ea	—				
	moth killer strip	3	7 1/2 ea	—				

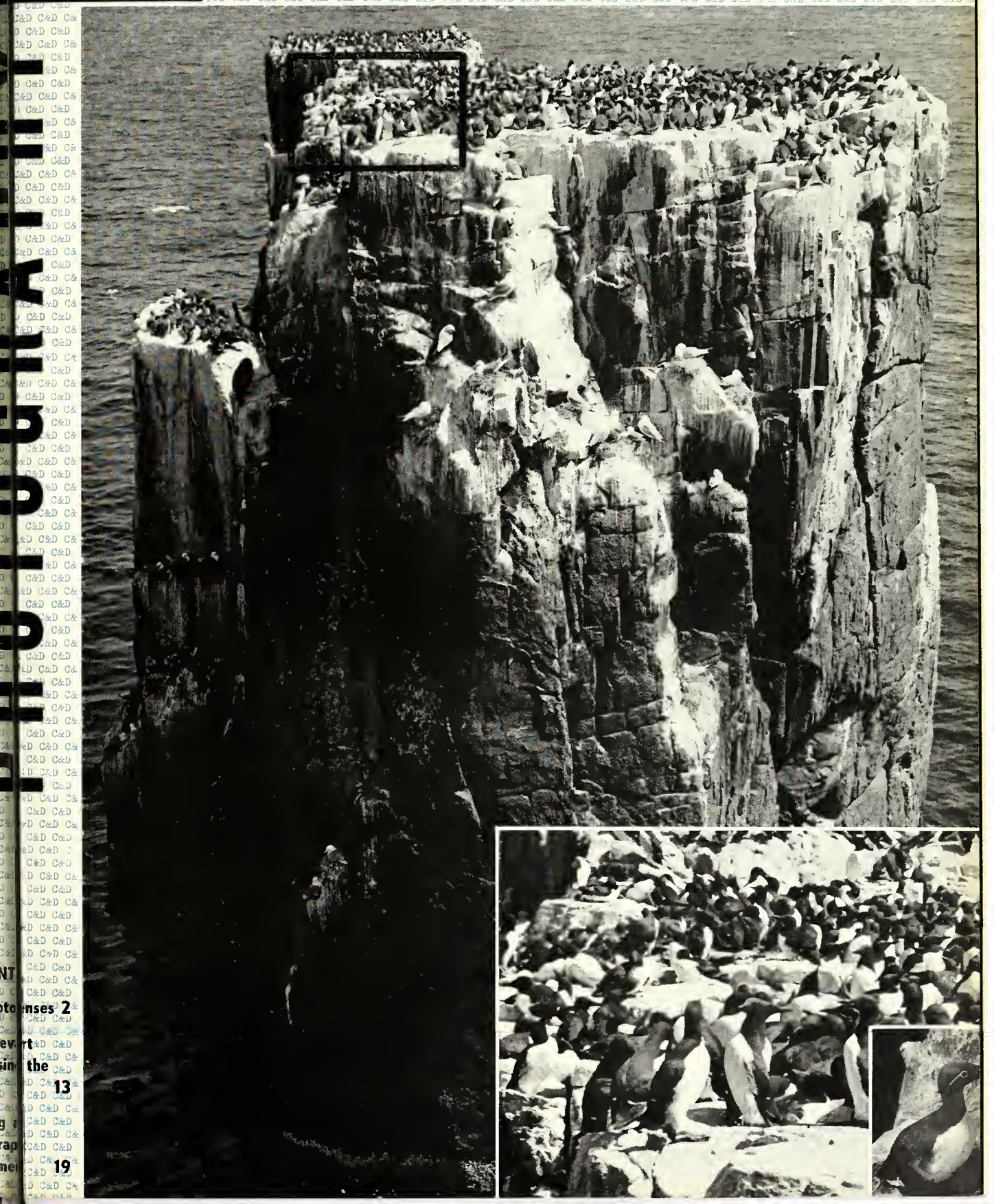
AMENDMENTS AND ADDITIONS
TO KEY TO SUPPLIERS

152	Bovril=Bovril, Ltd., Southbury Road, En Middlesex.
671	Jeyes=Jeyes-Parazone Sales, Ltd., River R Barking, Essex. Rippleway 1131.
1227	THP=Three Hands Products, Ltd., River R Barking, Essex. Rippleway 1131.

Furan

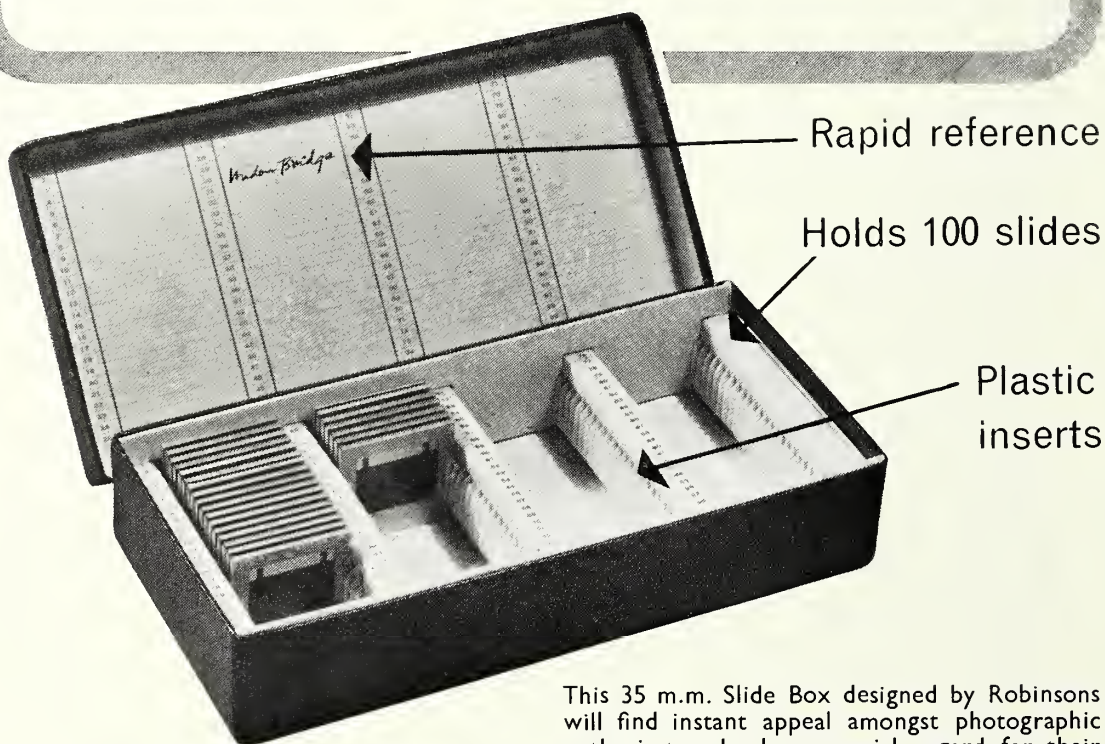
lowest cost Nitrofurantoin BP
50mg tablets 23/- per 50
100mg tablets 43/- per 50 Basic NHS prices

Chelsea Drug + Chemical Company Limited 310 Old Brompton Road London SW5



...to
...nt
...t
...s
...13
...g
...rap
...mer
...19

Enthusiasts
will want this
35
m.m.
SLIDE BOX



This 35 m.m. Slide Box designed by Robinsons will find instant appeal amongst photographic enthusiasts who have special regard for their slides. A clearly numbered title index instantly locates any of the 100 slides which are fully protected in plastic inserts having a corresponding number.

Min. Quantity of 1-doz - 6/0d each
½-gross lots and over - 4/6d each

Carriage paid.



ROBINSONS
OF CHESTERFIELD

Robinson and Sons Limited
Wheat Bridge Mills, Chesterfield ☐ **Telegrams:**
Boxes Chesterfield ☐ **Telephone:** 2105 (11
lines) ☐ **London Office:** King's Bourne House
229/231 High Holborn, London WC1 ☐ **Grams:**
Omnibox Holb. London ☐ **Phone:** HOL 6383



**The
outlook for
Ferrania 3M
is set fine!**

"The all-weather colour film" is the theme behind the 1967 advertising campaign. Full-colour advertisements with the strong sales story that "Even if the sun goes in they still come out" spearhead the Ferrania 3M 1967 campaign. Advertising will be appearing in:



The Ferrania 3M Colour Range

For mounted colour slides:



35 mm. cassettes (DIA 28) Available in 20 exposures (recommended price 19/8) and 36 exposures (recommended price 28/4)



Instant-loading cartridge (DIA 28) for 20 exposures (recommended price 19/8). Slides are processed promptly and returned in plastic mounts.

For colour transparencies:



120 roll (DIA 28) (recommended price 16/11)



127 roll (DIA 28) (recommended price 14/2)

And two new films for 1967:



CR50 is available in ...
35 mm. 36 exposure cassette 16/10
35 mm. 36 exposure reload 14/3
35 mm. 10 metre length
120 roll film 7/7, 127 roll film 7/7
Process extra.
Also available Ferrania 3M
600 c.c. process unit 15/-.



Now a new 8 mm. colour cine film (MC25)
25 feet (Double Eight)
(recommended price 22/11)
A NEW EMULSION TO GIVE FINER DEFINITION,
SUPERIOR COLOUR RENDERING AND GREATER
EXPOSURE LATITUDE.

**FULL RANGE OF FERRANIA 3M BLACK-AND-WHITE FILMS
ALSO AVAILABLE.**

This is the new, sleek, practical display dispenser for your shop



Big use of a little counter space



Remember . . .

**Ferrania is part of the
3M Company so the future outlook
is big, bright and profitable**

Minnesota Mining & Manufacturing Co., 3M House, Wigmore Street, London W.1

TELEPHOTO LENSES

Principles and applications

ALTHOUGH what we know as the telephoto principle had been adapted to telescopes by Barlow in 1834, it was not until the last decade of the 19th century that it was used for photographic objectives. Essentially, the telephoto lens system consists of a forward convergent (positive) element or component followed by a divergent (negative) element or component, the space between them being related to the focal length of the positive component and the magnification required. That basic design can be followed in the many formulae, some of them highly complicated, in use today.

Dallmeyer in England, Dubosq in France and Miethe in Germany, quite independently, produced the first photographic telephoto objectives in 1891. Dallmeyer's consisted of an achromatic positive followed by a triple negative component. It proved too slow and a year later was superseded by an objective consisting of a Petzval type portrait lens as the positive component, followed by a symmetrical negative group. In 1893 the negative component was replaced by a pair of negative doublets, regarded as more suitable for medium degree magnification. Such combinations however, were unsatisfactory as they exhibited pincushion distortion, astigmatism and objectionable lateral chromatic aberration.

Rudolph, whose name will always be associated with his brainchild the Tessar lens produced, in 1898, his version of a complete telephoto lens based on Dallmeyer's original model. In 1901 Dallmeyer followed it with an attachment based on a low power Galilean telescope, which he called the Adon. It had a magnification factor of three and it found favour as an attachment for the lenses used on the hand cameras of the day, whose bellows extension was limited. The idea was imitated by other manufacturers, and the race to produce marketable telephoto lenses was on.

By 1914 Booth had produced an anastigmatic version with an aperture of $f/6$. A simplified formula in which a cemented positive component was specified was made by Dallmeyer as the $f/5.6$ Dallon in 1920. Distortion has always been the bugbear in computing telephoto lenses, a fact demonstrated by the large number of formulae in use today. No fewer than twenty-eight designs are listed in *Photographic Optics*, Cox (Focal Press). Some are highly complex, others comparatively simple — an explanation of the wide disparity in price of telephoto lenses of similar focal length and aperture value.

Nomenclature

Before the principles and construction of telephoto lenses are discussed, a résumé of the terms used and their specific meanings is called for. Although, strictly speaking, the term telephoto should be applied only to lenses of longer than normal focal length with

a back focus shorter than that of an unmodified lens of equivalent focus, the term is often applied to any long-focus lens — even by some manufacturers. A lens of "normal" focal length is one whose focal length is approximately equal to that of the diagonal of the negative it is designed to cover. In the case of lenses for the popular 35-mm. single-lens reflex cameras the ideal is to produce a range of lenses of focal lengths up to 1000 mm. all with back foci short enough to enable them to be fitted directly to the camera flange without the need for extension rings or bellows attachments. It is as well, also, to avoid the description "telescopic" beloved of "whodunnit" authors which is, rather, an engineering term used to describe assemblies such as tubes that slide one into another — as in the terrestrial telescope.

Focal Length

Rays parallel to the axis of a positive lens (the only type of use as a camera objective) pass through the lens and emerge as a convergent beam to meet at a point on the axis. That point is known as the principal focal point. In the case of a simple lens the distance along the axis between the centre of the lens and the focal point is termed the focal length of the lens. In the case of a compound lens the position is more complicated. The point in or near the lens system from which the rays appear to emerge, a point known as the exit node (or pupil), is the point from which the distance to the focal point is measured. Hence the use of the term "equivalent focus" applied to a compound lens in comparing it with a simple lens of similar power.

It is on the focal length that the reproduction scale of a lens depends. At a given distance of the lens from the



subject, the image size varies directly in proportion to the focal length. Thus, from a certain viewpoint, a 100 mm. lens will produce an image of any element in the field of view in twice the linear proportions of that produced by a 50 mm. lens. Fig. 1.

The construction of a telephoto lens is shown diagrammatically in Fig. 2. The front convergent element would, of itself, produce an image in the plane passing through point F and perpendicular to the axis. On reaching the concave, negative component, the direction of the rays is altered so that they come to a point at Fb. If the directions of the rays converging on Fb are traced forwards they will meet the incoming rays in a plane passing through N. They will, in other words, appear to be converging from plane N in which the apparent position of the exit node occurs.

As a result, the complete lens behaves as a simple lens of focal length

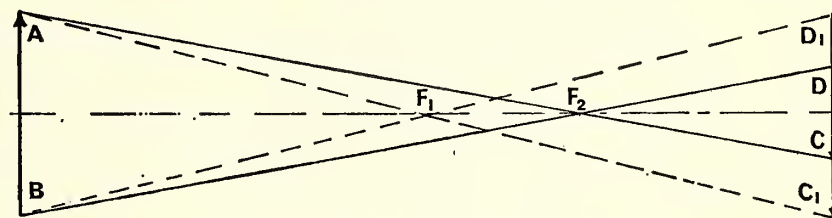


Fig. 1: AB is the object, A lens with exit node at F_1 produces image $C_1 D_1$, one with exit node at F_2 image CD. Since triangles ABF_1 and $F_1 C_1 D_1$ are similar, as are ABF_2 and $F_2 CD$, CD and $C_1 D_1$ are directly proportional to the respective distances of F_1 and F_2 from the image plane (i.e. the focal length).

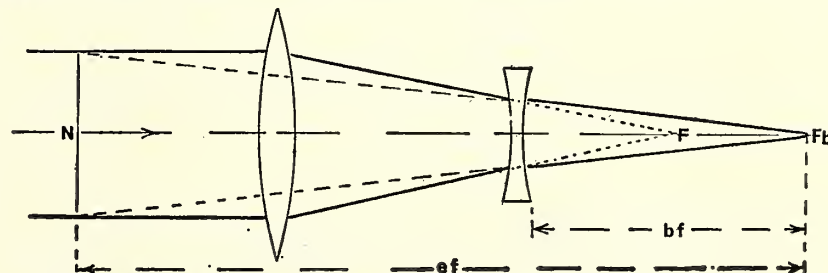


Fig. 2: Principle of telephoto lens (see text).

The tops in film processing

Beat this for an
all round service under one roof

**BLACK & WHITE D. & P.
AND 35mm. CONTACTS**

KODACOLOR

EKTACHROME

FERRANIACOLOR

AGFACOLOR

GEVACOLOR

**REVERSAL PRINTS
FROM TRANSPARENCIES**

DUPE TRANSPARENCIES

**COLOUR AND BLACK & WHITE
ENLARGING**

5"x7" 7"x10" 10"x14"

AND...

van collection from all over South East England

For further details
of this unbeatable service please contact:



TOP RANK FILM PROCESSING

Cumberland Avenue, London N.W.10. Phone: 01-965-1161

PHOTOGRAPHIC APPARATUS
P.A.R.G.
REPAIRERS GROUP
P.D.A. APPROVED



PHOTO REPAIRS RHYME and REASON

"WHEN your camera goes wrong
What do you do?
Why — look for a GOOD repairer
There are but a few
Who can give GOOD SERVICE and QUALITY too,
On all types of equipment precious to you.
We do not pretend to give this service free,
We shall have to charge — even for post or delivery.
If you are interested in a service like this,
There is only one — Who? — Why B.P.R.S."

BOURNEMOUTH PHOTOGRAPHIC (Repair) SERVICE LIMITED

Regd. Office: 237 Capstone Rd, Bournemouth, Hants.
Workshops: 158a Charminster Road,
Telephone: Bournemouth 53586.

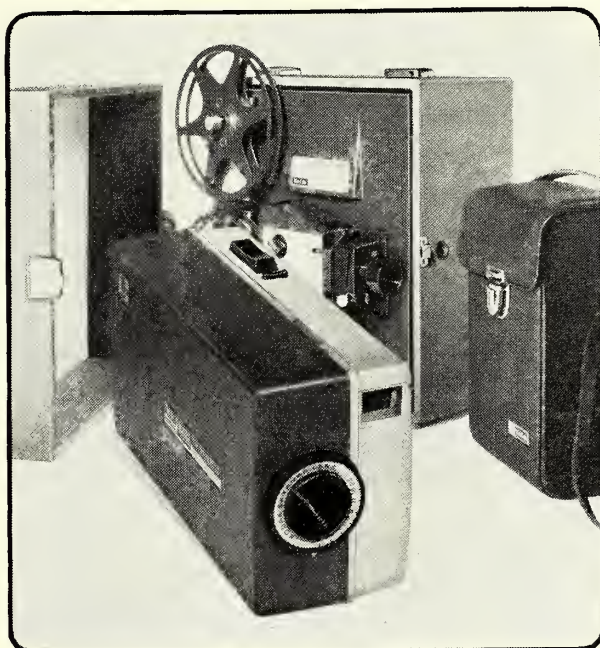
★ Accredited Service Centre to Rank Organisation

PHONE — CALL — WRITE

INDEX TO ADVERTISERS

Blackwood, James & Co. Ltd.	28
Bournemouth Photographic (Repairs) Service Ltd.	8
Camera House (Blackpool) Ltd.	18
Dorling, H. B. Ltd.	15
Eustace & Partners Ltd.	27
Fallowfield, Jonathan (T.P.L.) Ltd.	28
Fencolor Laboratories Ltd.	30
Gnome Photographic Products Ltd.	30
Greenhill & Ellis (Optical) Ltd.	29
Haagman Colour Laboratories Ltd.	32
Highgate Optical Manufacturing Co.	31
Iliffe Marketing Co. Ltd.	10
Johnson Processing Laboratories Ltd.	28
Kodak Ltd.	9
Minnesota Mining & Manufacturing Co. Ltd.	3, 4, 5, 6
Osram (G.E.C.) Ltd.	26
Photo Laboratories (London) Ltd.	31
Polaroid (U.K.) Ltd.	16, 17
Pollard, E. & Co. Ltd.	30
Pyser Britex (Swift) Ltd.	18
Rank Organisation	8
Robinson & Sons Ltd	2
Sheffield Camera Repair Co.	30
Silber, J. J. Ltd.	11
Vanguard Instruments	28
Versatile Fittings (W.H.S.) Ltd.	22
Vestric Ltd.	21

Mammoth Kodak super 8 offer



£10 price reduction— your profit stays!

It's the greatest movie boost ever!

From March right through till May, Kodak will be making reductions of over £10 in the combined retail price of the 'Instamatic' M2 movie camera, case and 'Instamatic' M60-L movie projector sold together.

But *you* won't lose a penny, because we'll credit you with the difference!

Here are the details . . .

Kodak 'Instamatic' M2 Movie camera and case.

Kodak 'Instamatic' M60-L Projector.

Special price when sold together 50 gns.—customer saves £10.2.9d. on usual combined price of £62.12.9d.

Just fill in the special claim forms being sent to you, and return them to Kodak Dealer Sales Division every time you make a sale. We'll re-imburse you by cheque. Remember though, the offer is open during March, April, May *only*—so get moving *now*!



Until you've been to the International Photo-Cine Fair

This year's International Photo Cine Fair, sponsored for the first time by AMATEUR PHOTOGRAPHER, is going to be the brightest yet with one of the most dazzling displays of photographic equipment ever assembled under one roof. There will be still and cine cameras, exposure meters, flashguns, projectors—the lot. Among them will be the lines for which demand will be steady and profitable in the months ahead. Your assessment of 1967's sales winners can be checked on the spot—they are here, inviting side-by-side comparison, with the manufacturers' representatives willing and able to complete the picture. So hold up those not-so-urgent decisions until you've been to the Fair and ensure maximum profits from 1967.

NEW INTERNATIONAL
photo cine fair
15-20 MAY
OLYMPIA
ADMISSION 3s.
OR BY TRADE CARD

Trade only Monday 10-4 Wednesday & Thursday 10-12 noon

A popular and BEST SELLING range

National PB3 FLASHGUN

An easy to use battery capacitor flashgun with quality features

- Light and Compact
- Built-in test bulb
- Two tone finish
- Interchange leaves
- Reliable Capacitor
- Flash calculator
- Metal folding reflector
- Spring accessory foot

29/9



Halina PAULETTE ELECTRIC

A remarkable addition to the Halina range of cameras. The Halina Paulette Electric has been designed and produced in response to the world-wide demand for a modestly priced, reliable camera with a built-in photo-electric exposure meter.

- Halina f2.8/45 mm lens
- Built-in Exposure meter
- Apertures from f2.8 - f16
- Accepts all 35 mm films
- Single stroke lever wind
- Speeds: 1/30th-1/250th sec and B
- Fully synchronised
- Fully hinged back

£11.19.6

Carrying Case £1.19.6

Halina PAULETTE

A precision made 35 mm camera with outstanding Halina f2.8/45 mm lens. This Paulette has rapidly established itself as a camera capable of first-class photography. Elegantly designed the Halina Paulette offers you simplicity of operation and reliable service.

- Single stroke lever wind
- Depth of focus scale
- Speeds to 1/250th sec.
- Cable release socket
- Fully synchronised.

£8.19.6

Carrying Case £1.19.6

Halinamat 300 Projector

A blower cooled 300 watt projector with outstanding Halina f2.8/100 mm projection lens.

- 40 slide magazine
- Helical focusing
- Smooth slide carrier
- Stove enamel finish
- Double condensers
- Heat absorbing filter
- Streamlined styling
- Elevation adjustment

£13.13.0

300 watt lamp A1/37 33/- extra

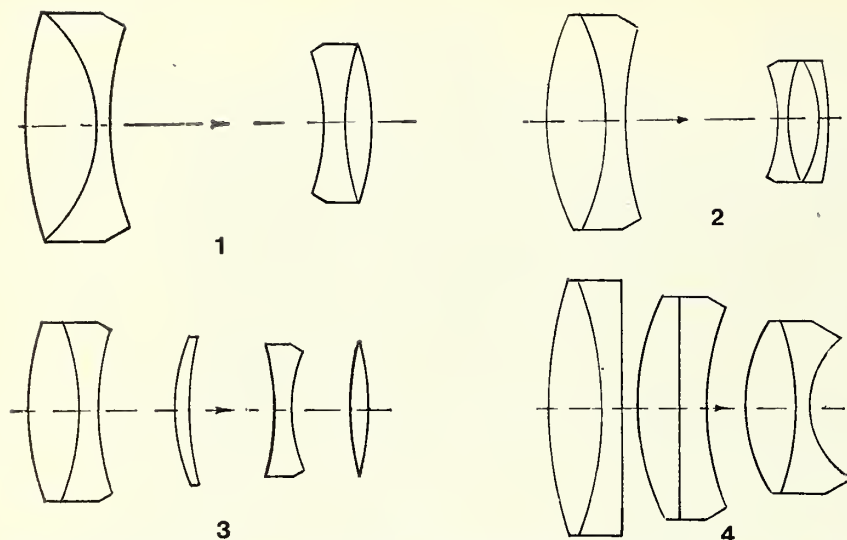


Fig. 3: Four of the many telephoto lens formulae in current use. Type 1 is a medium length lens working at around $f/6$; Type 2 a medium power tele-objective for larger format cameras; Type 3 is representative of the 100, 300 and 400-mm. Canon lenses and Type 4 indicates the complication involved in producing a very wide aperture telephoto lens.

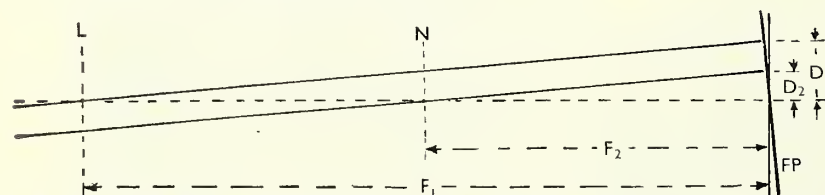


Fig. 4: EFFECT OF CAMERA SHAKE: For any angle of deviation of the optical axis of a camera the amount of blur is directly proportional to the focal length of the lens in use. N and L are the exit nodes of normal and long focus lenses respectively. Angle of deviation is the same for each. Image displacement is D_1 in the case of the normal focus lens F_2 and D_2 for the long focus lens. The triangles whose apices are L and N are similar. Thus D_1 and D_2 are directly proportional to F_1 and F_2 respectively. The two illustrations at right illustrate the use of long focus lenses in portraiture. They show the improved rendering gained by using a 135-mm. lens (bottom) at such a distance as to give a negative image of the same size as a 50-mm. lens (top) closer to the subject.



ef working at the much shorter distance bf from the film plane. Distance bf is known as the back focus and in lenses for 35-mm. cameras is adjusted to approximately that of the standard (generally 45 or 50-mm.) lens. That enables long focus lenses to be interchanged without the necessity of extension pieces such as rings, tubes or bellows although of course for the purposes of near focusing such devices can be used. Thus, a telephoto lens is a compact form of long focus lens. Except, perhaps, in the case of the most complicated designs, the performance of a telephoto lens falls short of that of a well designed "straight" long focus objective but for most practical purposes it is perfectly adequate.

Handling Precautions

Since the image size produced by a long focus lens is proportional to the focal length it follows that the effects of any displacement of the lens axis during exposure will result in a proportionate degree of blur. It may be taken as a general rule that it would be unwise to attempt to hand hold a camera fitted with a lens of longer than 135-mm. focal length although some experienced press men pride themselves on being able to use those of longer focus without relying on a camera support. If possible a robust tripod should be used and the shutter release operated via a long flexible cable to minimise transmission of vibration.

Alternatively, when the subject allows, the shutter may be released by the delayed action device thus allowing any tremor to subside before the shutter is operated.

Practical Values

It is true that a long focus lens is useful to make photographs of distant views as through a telescope, but that is not the main application. Rather should the telephoto lens be regarded as one that enables a large negative image to be obtained without too close an approach to the subject. Natural history subjects immediately come to mind and, of course, sports events.

But in portraiture too, the medium length telephoto lens is most useful, allowing the camera to be placed at a greater distance from the sitter and thus yielding a better "drawing" of the subject's features. Too close an approach would result in disproportionate sizes of features according to their relative distances from the camera. An example, frequently seen in snapshots is the disproportionate scale on which the knees are recorded when a sitter is posed face-on to the camera at short distances. Less obvious but none-the-less destructive of a pleasing result occurs in head-and-shoulders portraits taken at too close a range. The nose is rendered on a disproportionate scale and that is probably the cause of the frequently heard assertion that "I don't take a good photograph."

Perspective

It is frequently asserted that long focus lenses "give better perspective." That is not true. Perspective is controlled by viewpoint alone. Confusion has probably arisen because when a long focus lens is used it is usually at a greater distance than would be chosen if a lens of normal focal length were in use. If, from a fixed viewpoint a series of photographs were made through lenses of ascending focal lengths, enlargements from all the negatives could be made in which all the components of the scene would be of the same size. But the images on the enlargements from the negative taken through the lenses of the shorter focal lengths would be more grainy owing to the higher degree of enlargement needed. Thus the long focus lens records the detail better, print size for print size.

Another possible reason for the belief that focal length has some influence on perspective is the apparent compression of distance exhibited in telephotographs. An excellent example is the long-distance shot of a cricket pitch when the viewer is subconsciously applying his experience to the interpretation of the image before him. The telephoto factor of the lens conduces to the impression that the viewer is observing the scene from a much nearer position than the camera, an impression produced by the scale on which the players are depicted. Could the viewer see the picture from such a distance that

his field of view were the same as that of the camera lens, the perspective would appear "natural" but he would lose the benefit of the magnification and be rewarded with a small, insignificant picture.

Tele Attachments

In recent years attachments often referred to as tele-extendors or rear converters have appeared on the market. Essentially they are negative components that are fitted between prime lens and camera and in effect constitute the negative rear component of the conventional telephoto lens. The best of them perform well and do not significantly impair the performance of the prime lens. They are available for $\times 2$ and $\times 3$ magnifications and can, if required, be used in combinations of two or even more. The main disadvantage is that the effective value of the iris setting on the prime lens is reduced by the magnification factor. A prime lens set for, say $f/4$, when backed by a $\times 2$ attachment will work at $f/8$ and require a four-fold increase in exposure time. A $\times 3$ extender would reduce the effective aperture to $f/12$ and so on. Some of those attachments have provision for transmitting the automatic diaphragm linkage through to the prime lens and are designated "automatic". The attachment must of course, engage with the camera flange and the rear fitting of the prime lens.

Availability

Practically all manufacturers of

cameras taking interchangeable lenses supply also series of telephoto lenses with the requisite bayonet or screw fitting for their own cameras. There are also optical manufacturers who provide lenses that can be attached to cameras produced by other manufacturers. The majority of them have the Pentax/Praktica/Edixa screw fitting but adapters are obtainable to enable, say, a screw-fitting lens to be mounted on a camera with a bayonet fitting. That flexibility applies only to single-lens reflex cameras where there is no dependence on a focusing scale or rangefinder coupling. A list of independent suppliers is appended.

Inverted Telephoto Lenses

Before leaving the subject of telephoto lenses, a possible misconception must be countered. There are lenses described as "inverted telephoto lenses" which are *not* telephoto lenses. The idea of inversion does not apply to the image as might be imagined but is an inversion, or to use a better description, a reversal of the telephoto principle. Another term sometimes used for such objectives is "retro-focus," perhaps better but hardly self-explanatory. An inverted telephoto lens is in fact a wide-angle objective in which the back focus is extended to enable these short focus lenses to be fitted to reflex cameras so that the mirror can swing unobstructed by the rear component. Until such lenses became available the mirror had to be locked in the "up" position

when the conventional type of wide-angle lens was fitted and the reflex viewing facility was lost. In addition, a separate viewfinder had to be fitted, introducing parallax problems, which are particularly acute at the short working distances that wide-angle lenses invite.

Suppliers

Lenses other than those for specific cameras:

- Actina, Ltd., 97 Fonthill Road, London, N.4.
- Apparatus and Instrument Co., Ltd., Aico House, 36 Grove Road, Hounslow, Middlesex.
- Bush & Meissner, Ltd., 91 Marylebone High Street, London, W.1.
- J. H. Dallmeyer, Ltd., Church End Works, High Road, London, N.W.10.
- George Elliot & Sons, Ltd., 52 Crutched Friars, London, E.C.3.
- Fletcher, Bennett & Rose, 253 Sussex Way, Seven Sisters Road, London, N.19.
- Hanimex (UK), Ltd., Hanimex House, 15 Great Dover Street, London, S.E.1.
- Highgate Optical Manufacturing Co., 71 Great Portland Street, London, W.1.
- R. F. Hunter, Ltd., 51 Gray's Inn Road, London, W.C.1.
- Japanese Cameras, Ltd., 50 Piccadilly, Tunstall, Stoke-on-Trent, Staffs.
- Photopia, Ltd., Hempstall Lane, Newcastle, Staffs.
- Rosley, Ltd., 31 Wembley Hill Road, Wembley, Middlesex.
- J. J. Silber, Ltd., 11 Northburgh Street, London, E.C.1.
- Trans-World Trading and Finance, Ltd., 1 Service Road, London, N.W.3.

Rear Converters

- Apparatus & Instrument Co. Ltd., Hanimex (UK), Ltd., Japanese Cameras, Ltd., Photopia, Ltd., J. J. Silber, Ltd., Trans-World Trading & Finance, Ltd.

AGFA-GEVAERT POLICY SINCE THE MERGER

Prospects of expansion in the British market during 1967

THE merger between Agfa, A.G., Leverkusen, Western Germany, and Gevaert Photoproducten, N.V., Mortsel, Belgium, took effect on July 1, 1964. As an affair across frontiers the coalescence was rare but not unique. Shell had joined Royal Dutch in 1907; and Lever Bros. had linked with the [Dutch] Margarine Union in 1929. International law having no machinery for dealing with such situations, Agfa-Gevaert adopted essentially the same financial machinery as their Anglo-Dutch predecessors and formed an operating company in each country with identical boards of directors.

Then came a period of analysis and stocktaking. Every product in each company's range was examined and assessed on the basis of uniqueness, quality, profitability, hold on individual markets, status of trade mark and patent rights, production and selling arrangements already in operation, and so on. It was decided that Agfa should bring in to the merger a number of German photographic manufacturing companies that had

been affiliated to its parent company Farbenfabriken Bayer, A.G., Leverkusen. Principal among them were Leonar-Werke, A.G., Hamburg; Mimosa, G.m.b.H., Kiel; Chemische Fabrik Vaihingen/Eng., G.m.b.H., Vachingen/Eng. and Perutz-Photowerke, G.m.b.H., Munich. The holding of shares in the combined company is 50 per cent. Belgian, 50 per cent. German, the German half being about 98 per cent. held by the Bayer parent.

One policy decision was taken at a relatively early stage, namely that Gevaert should operate exclusively in the fields of scientific and technical photography, Agfa in "general" photography, meaning essentially amateur photography ("including," as it was naively put, "professional"). In pursuance of that policy some of the Agfa products and trade-marks have been transferred to Gevaert and some of the Gevaert products and names to Agfa. Series have been strengthened by including in them the best products from both sides but renaming them where

necessary. "Gevaert" as a product name is being abandoned, and new products as they come to be introduced in the industrial, scientific, and technical ranges will be given names incorporating the prefix "Geva" (as being more pronounceable to non-Belgian purchasers), or an existing registration not currently in use, or a specially coined new name. As a company title Gevaert will retain equal status with Agfa—for every product in every range will carry on its label the hyphenated title AGFA-GEVAERT in letters of equal size. As a negative outcome of the merger an arrangement for the sale of Voigtlander cameras through Gevaert came to an end.

The process of integrating the German sales offices of the former Perutz, Leonar, Mimosa and Gevaert-Technik companies with the Agfa sales office was completed by January 1, 1965, and the former Agfa representatives in Belgium and Luxembourg became part of the sales organisation of Mortsel-Antwerp. Abroad, joint sales organisations went into operation in eight

countries including Canada, France, and the United States, and further joint sales companies were later set up in thirteen other countries. The [formerly Gevaert] agency in Brentford, London, was given room for expansion by the acquisition of two adjacent plots and buildings.

Both parts of the Group have consistently made a policy of cultivating the photographic dealer as the natural channel of distribution and there is no intention of allowing anything, apart from drastic action by a main competitor, to deflect them from that policy.

In the amateur photographic field all companies' turnover has been shifting more and more to colour. Agfacolor reversal films have continued to hold a strong position, and turnover in Agfacolor Universal colour negative film (equally suitable for black-and-white or colour prints) is understood to have been more than maintained. In the field of amateur movie film, Agfacolor CK 17 reversal film was introduced during 1965-66 for the Super-8 format. Sales of the company's Rapid cameras (introduced in 1965) have risen above those of the Optima series and now represent, it is understood, "the biggest share of turnover for photographic equipment and cameras priced at less than U.S. \$25."

In the technical field the group introduced, at the Congress for Radiology in Rome in September 1965, a new x-ray processing machine: the Geva-matic 100, made in Munich. Over the past two years the use of the Group's Magneton tapes has "increased dramatically" both among amateurs and in electronic data processing and television. During the financial year 1965-66 turnover of the Group rose from £113.8 million to £120.8m., though annual profit fell from £4 million to just under £3 million. During the year expenditure on research and development totalled about £7 million, representing 5.7 per cent of turnover. More than eighty new or improved items were marketed.

More than Competitive

Although no doubt some announcement is to be expected about the group's price policy in regard to black-and-white films, it claims technical advances that will make the Isopan range more than competitive, as to quality, with the products of other manufacturers, tempting users away from those products. Principal advance is in reduction of development time, an aspect that has become of the highest importance in mass processing. "Miracle films," declare Messrs. Agfa-Gevaert, "requiring special development would probably fill the columns of photographic magazines but certainly not the developing tanks of the big labora-

tories. Today, the best films are those that, developed under standard conditions, give negatives from which enlargements can be made without difficulty, again under standard conditions."

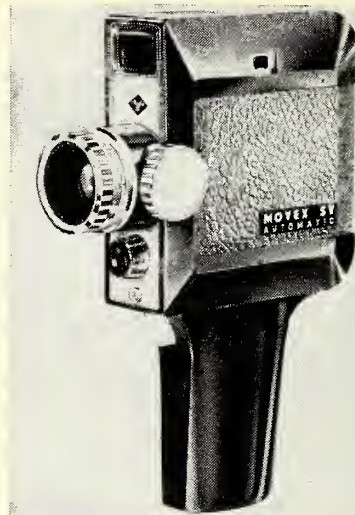
Development Speed

To Press photographers speed of development has also become an important characteristic. Compared with the amateur mass market they are few in number but they are by no means unimportant so far as the standing of and demand for a type of film are concerned. For those reasons development speed came to be seen as the focus for improvement in the Isopan range of films. That advantage, coupled with an improvement in grain, definition and, for the faster films, emulsion speed, is the basis on which the makers claim their new competitive "edge." The Isopan films were next required to produce good negatives in all developers normally used by big laboratories as well as in the more important user - processor developers. Thirdly, development time had to be made uniform for the films of all speed categories and identical with that of films produced by the group's biggest competitors. Those aims are claimed to have been achieved. Advertising of the new Isopan range of films to the general public is being stepped up (no special stress was laid on them at Photokina 1966 because stocks had first to be built up). For Isopan films IFF, IF, ISS and ISU development times have been reduced on average by 30 per cent. The four films may be developed in equal time in processing laboratories, using normal tank developers, to yield uniformly good negatives. Finally all Isopan films are, for grain and definition, "right at the top of the list or equal to those of relevant speed ratings of our competitors." Speed of Isopan IFF is now stated as 15 DIN/25 ASA, the DIN ratings being based, as for the other three Isopan films, on the new German standards (adjusted to ASA methods).

The new DIN rating "does not mean an increase in the practical speed of the film—only the "legalisation" of an already existing situation." Messrs. Agfa-Gevaert admit that Press photo-



CLOSE-UP ATTACHMENT: The Agfa-Gevaert Natarix 24 supplementary lens and view-finder attachment which is secured to the camera by two magnets. For close-ups over a range of 15½ to 28 in.



Movex SV Automatic cine camera.

graphers, following previous instructions, did not always get the ideal negative they expected, since the films were under-developed and therefore showed no details in the shadows. "That is now a thing of the past." Another thing about Isopan ISS is that it has greater sensitivity to red than the other Isopan films and is therefore particularly good for rendering flesh tints of coloured people—a reason for its special popularity in the countries concerned. Dealers who recommend the film to customers are introducing them to a gain in speed, so helping to eliminate "camera shake," or to gain increased depth of field by stopping down.

New Cameras

New equipment recently introduced by the company in Europe (and to be expected on the United Kingdom market in the near future) includes two new Optima-Rapid cameras, the 500V and the 125C. Model 500V has fully automatic shutter speed (1/30th to 1/500th-sec.) and diaphragm control, with manual over-ride. Lens is the Color-Solinar f/2.8 35-mm. The 125C is also fully automatic, with manual over-ride, but top speed is 1/125th-sec., and the lens is the Color-Apotar f/2.8 35-mm. The camera accepts flash-cubes, and an adaptor is available to allow normal flash-guns (including electronic) to be used.

The Agfa Iso-Rapid 1C is an inexpensive Rapid flashcube camera (manual rotation of cube) with fixed-focus lens and two-speed shutter. The Isomat-Rapid 1C also accepts flash-cubes and has automatic diaphragm control. Lens is the Color-Agnar f/4.5 38-mm.

Latest cine cameras from the company are the Movex SV automatic and the Movexoom S, both for Super 8 film. The Movex SV automatic has fully automatic exposure control and

PROJECT YOUR THOUGHTS TO



H.B.DORLING Ltd.

YOUR PHOTOGRAPHIC WHOLESALE H. B. D.

Selinas Lane, Dagenham Essex
Pollard Street, Manchester 10

Tel: DOMinion 6641
ARDwick 5131

The Swinger had on £73,800. So we're kicking lashing o



We sold stacks of Swinger when we ran our ads last Christmas.

So we're trebling our outlay for the spring.

On T.V. 33 million people will see Bob Monkhouse and the Swinger. In 26 half minute commercials. We're also running large space ad

"Polaroid" and "Swinger" are trademarks of Polaroid Corporation, Cambridge, Mass., U.S.A.

Happy Christmas

of the new year by

£212,000.

the Daily Mail and Sunday Express.
So make sure you get plenty of stock
time.

because judging by December
we are going to have a Christmas rush
spring. **Polaroid Cameras.**

WE DO THE WORK YOU MAKE THE PROFIT

We still give full one third
profit — *plus bonus discounts*
on colour and black and white

IF you have our local delivery and
collection service
or
you are one of our thousands of
postal dealers

you must be impressed
by our
SPEED and QUALITY

- ★ Kodacolor — Ektacolor — Agfacolor
- ★ Ektachrome Processing
- ★ Prints and duplicates from transparencies
- ★ Colour enlarging

EVERYTHING PHOTOGRAPHIC PROCESSED WITH CARE

ONE TICKET BOOK

for colour and black and white
NO MESSY CARBONS

OUR POSTAL SERVICE

is faster and more efficient than
many local D. and P. services

APPLY NOW

for registration form and price list

GET ON OUR LISTS FOR 1967 SEASON

CAMERA HOUSE (Blackpool) LTD

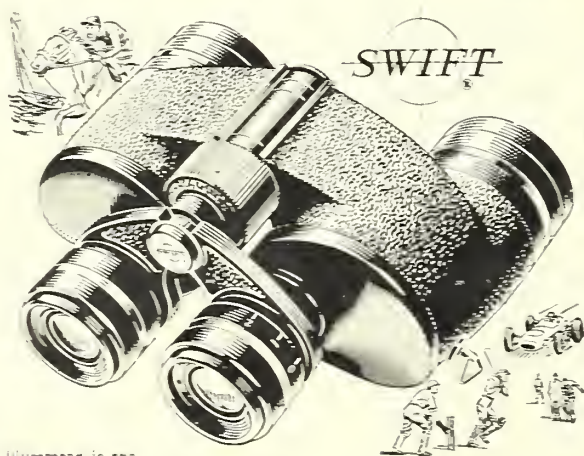
Photographic Finishers

Dept. M Squires Gate Trading Estate, Blackpool

Telephone: 44858

BUYING ~~SWIFT~~ MEANS ~~SWIFT~~ SELLING

THE WISDOM OF STOCKING SWIFT BINOCULARS



Illustrated is the
SCF HIGHLAND 8 x 35

QUALITY BINOCULARS

PROFIT-WISE Generous Discount
Quick turnover

QUALITY-WISE Well designed. Beautifully made. Gift-packed

PUBLICITY-WISE Nationally advertised
Attractive show material
Plentiful counter leaflets

SCF Price range from £23 12 0 to £25 0 0 including case and P.T.

BCF Price range from £16 18 6 to £36 0 0 including case and P.T.

"TecnaR by Swift" range from £10 14 6 to £14 19 6 including case and P.T.

Specialist Binoculars for Bird Watching, Field-Sports and Yachting.

Please send details of new Binocular discounts

NAME.....

ADDRESS.....

PYSER-BRITEX (Swift) LTD.

Sole importers of SWIFT Instruments

FIRCROFT WAY, EDENBRIDGE, KENT

EDENBRIDGE 2434 (Std code OSE 271) CD 104

f/2.4 10-20-mm. Movaron zoom lens (closest filming distance: 5 ft.). Viewfinder adjusts to the focal length in use. The Movexoom S also has fully automatic exposure control with Schneider Variogon f/1.8 10-35-mm. zoom lens and reflex viewing. Three filming speeds are available (12, 18 and 24 f.p.s.) and a single-shot release is incorporated.

The Agfatronic 2A and 2B are electronic flash units. The first, powered from a nickel-cadmium accumulator, has a guide number of 45 and 65° angle of coverage. It may also be charged from the mains supply. The

second is a battery unit operated from the two 1.5-volt batteries (sufficient for 150 flashes) and has a guide number of 48. Another flash-gun is the Isi C, a capacitor unit featuring manual flash-cube rotation.

The company also produce the Sonector S8 sound projector for Super-8 films. It is available with choice of three lenses, and illumination is supplied by a tungsten-halide lamp (100-watt); two projection speeds may be used. Sound inputs for microphone, radio and tape-recorder or record player are provided with built-in mixing facilities. A central switch

controls lamp functions, running and automatic interval light.

A development in the processing field is the company's Rapidoprint system in which, by use of a stabilising bath in place of the usual stop-bath, fixer and final wash, prints and enlargements may be processed in 15 seconds. The paper first passes between two rollers, which moisten the paper with developer to produce the latent image. The paper is then passed through the stabiliser and emerges from between a final pair of rollers that squeeze out moisture and dry the print ready for use.

"Now and then photography, in spite of its impossible perspective, manages to record a fleeting glimpse of truth." O. HENRY

OPENING A PHOTOGRAPHIC DEPARTMENT

What to stock and where to get advice

THOSE pharmacists who already have a good photographic department do not have to be told how lucrative photography can be. From May to October it can be the source of more than half of one's counter turnover, indeed many pharmacists have started with a small photographic department and ended by buying the shop next door and turning it into a photographic business that has become more profitable than the pharmacy itself.

The first thing to decide is how much money to earmark for the department. A minimum would be £250 to £500 if you are going to be enthusiastic and businesslike about it. You must decide what portion of your counter, shelves and windows are to be devoted to photography, and whether you have an assistant who can be spared exclusively for it. If you are lucky enough to have room in your premises to reserve one counter—however small—to photography alone, it is more than worth while to do so. Many pharmacies have two windows, and here again I cannot advocate too strongly the giving over of a whole window to the project. Should you have large enough premises, then reserve a definite section of both window, counter and shelves to photography, not mixing it up with other sections of the business.

Display Important

Display is important because so soon as it becomes known that you are going out for photography, many of the enthusiasts will gravitate to your business. Too many assistants in the ordinary pharmacy do not know

whether FP3 is a rheumatic rub, a film or a slimming preparation.

Once having decided you are going to "have a go" you must decide on your basic stock. If you know little about the subject, get advice. If you have a pharmacist friend who specialises in photography, ask him: If there is a good photographic wholesaler in your district, consult his general manager. He will be only too pleased to advise you on what type of products are selling well. You will then be able to stock in the first instance without too much risk.

Association Membership

It is extremely useful to become a member of the Photographic Dealers' Association. For an annual subscription of £6 6s. you will obtain advice, know-how, and a monthly journal, to say nothing of innumerable services that will put many more £s into your till than your subscription will ever cost you. National secretary of the Association is Mr. J. P. Newton, 46 Bloomsbury Street, London, W.C.1. He will put you in touch with your local branch secretary, who will be only too pleased to discuss the matter of your opening a successful photographic department. One of the most useful things the P.D.A. produce is a manual that tells where to obtain anything you may want in photography, both in supplies and services; in fact, it is almost impossible to start a photo department without it. An exhibition organised by the importers of photographic goods and materials is currently touring the main population centres. If it is in your area it is worth

going to see. The International Photocine Fair is being held at Olympia, May 15-20 and there you can meet the representatives of exhibitors. Many companies have rooms behind the stands in which you may discuss business.

Reviewing Services

Your first move in setting up your department should be to review your developing and printing service. Make sure your finisher turns out a consistently good standard both of colour and black-and-white work. If customers insist on their colour work being sent to the manufacturer of the film for processing, never hesitate to comply, though many finishers give equally as good a service as the manufacturers. Whatever pleases the customer is good business. Many photographers are like fishermen, always talking of the one that got away, and they can be finicky about processing. They are worth while cultivating, since photography is probably the foremost hobby throughout the country and a great deal of money is spent by its adherents.

If you are going to specialise in photography, I think it worth while to have your own D & P wallets printed. Among firms specialising in wallets and other sales aids are C. H. Halliday & Co., Ltd., Holbeck Lane, Leeds, 11; Jackson, Ruston & Keeson, Ltd., Pear Tree Court, London, E.C.1; and John Dickinson & Co., Ltd., Apsley Mills, Hemel Hempstead, Herts.

Having reviewed your D & P you then need to review your stocks. You

must be prepared to stock a selection of films of the leading manufacturers, but do not hesitate to keep a few films of other makes in stock. A man who is, for example, a Perutz fan finding you stock the film will spend more £s on other photographic supplies if you are the only stockist in town. A good stock-card system is essential as films are dated. You will need a stock of simple cameras selling below £10. Kodak Instamatic has been a winner in this field, but other manufacturers are making cameras that take Instamatic film cartridges. You will also need to stock a selection of 35-

mm. cameras from £10 to £50. Here again do not hesitate to seek advice. If you are prepared for the outlay it is worth while stocking a twin-lens reflex and a single-lens reflex 35-mm. camera. You will require two or three 35-mm. still projectors. A cine section will contain both Super-8 and standard 8-mm. cine cameras, projectors and film. If you can arrange it have a stand for pamphlets, and collect catalogues. Photographers love them and they often lead to big sales.

Buying groups for photographic dealers exist in various parts of the country. One such company—United

Camera Dealers, Ltd., Cheltenham—have saved their members considerable sums of money in buying as well as in keeping stocks clear.

I hope I have given you enough data to whet your appetite and indeed to put you on the right lines to start your photographic department, but if there is anything I have not covered, or any specific photographic problem you have, please write to me, D. R. N. Brocklesby, at 312 Green Lane, Small Heath, Birmingham, 10, enclosing s/a envelope and I will be only too pleased to put you on the right tracks if I am at all able.

PHOTOGRAPHING BIRDS FROM A HIDE

Background to a subject of growing popularity

By DOUGLAS F. LAWSON, F.R.P.S., F.I.I.P.

MAN has always had a desire to hunt and many people travel thousands of miles in order to satisfy that desire. Large areas of land are now out of bounds, however, as some hundreds of square miles have been declared game reserves. So the one-time happy hunting grounds for the big game killer can now become the hunting places of the nature photographer.

I guess that about two-thirds of nature photographers select birds as the target of their activities, and it is a fascinating and rewarding hobby. The bird photographer must adapt himself to all conditions of lighting, and often endure great discomfort, especially when operating from the confines of a small hide. One may come and go at leisure if photographing a bird in the garden, but that is not to be compared with the location on an uninhabited island or lonely stretch of land, where the photographer must remain in the hide until the job is done. Any hardships suffered, however, are amply rewarded and quickly forgotten when the picture is seen, if not before.

Accessories

Planning pays dividends, and before starting out on a holiday that is to be given over to photographing birds I always make out a list of all possible requirements. High on the list are one or two hides, a strong, light, stool; warm rainproof clothing and a rainproof cover for camera and accessories. Bamboo canes will be needed to support the hides, as well as several large blanket pins, string and meat skewers, not to mention camera, lenses, filters, lens hood, film, tripod and tilting head, a couple of cable releases, field glasses and, of course, an exposure meter (especially if colour film is being used).



Fig. 1: 5 ft. Waterproof hide made with groundsheeting material.

A small rule (say a 6-in.) will come in handy, as will a small mirror.

Portable Hide

I always like to take three hides with me. One (fig. 1) is 5 ft. high and made of ground sheeting material; another is of similar material but 3 ft. high and the third, made of hessian, is also 3 ft. high. The two short hides are suitable for use in photographing birds that nest on the ground. If the weather is really hot, and there is no wind, then I use the hessian hide, as the air filters through it. If it is windy and cold, (and it often is) then I use the windproof hide. Sometimes it is possible to operate from more than one hide in one day, especially when time is limited and the nests are in awkward places. I can remember using three different

hides in one day on Skokholm. Hide one I used when photographing a great black-backed gull and her cunningly placed nesting site (fig. 2). The



Fig. 2: Great black backed gull photographed on Skokholm.

sun reached the nest between five and seven in the morning and not again till the late evening. At all other times the nest was in shadow. There I used the windproof hide.

From that site I went into the light airy hide (fig. 3) and photographed puffins as they left and returned to their rabbit hole. The midday sun was all I required to enable me to get the



Fig. 3: 3 ft. Hessian hide. Has advantages in hot weather.

***not only,
but also...***

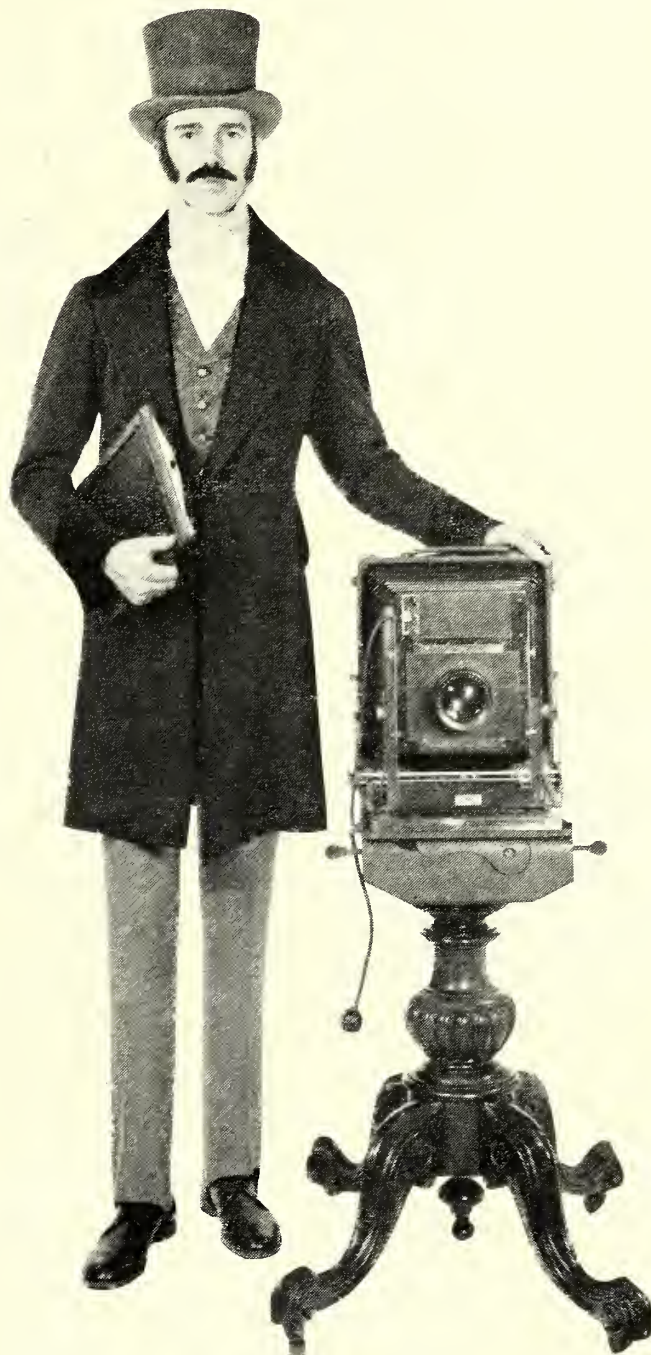
NOT ONLY does our representative carry an order book for pharmaceuticals . . .

BUT ALSO for a comprehensive range of photographics . . . cameras, projectors, films and a wide selection of equipment and accessories for cine and still photography.

In this rapidly developing business we are able to supply an ever enlarging multiplicity of equipment from our photographic branches. Why not give our local branch manager a ring — he will be only too pleased to talk photographics with you.

NOT ONLY a wide range of stock.

BUT ALSO a fast delivery.

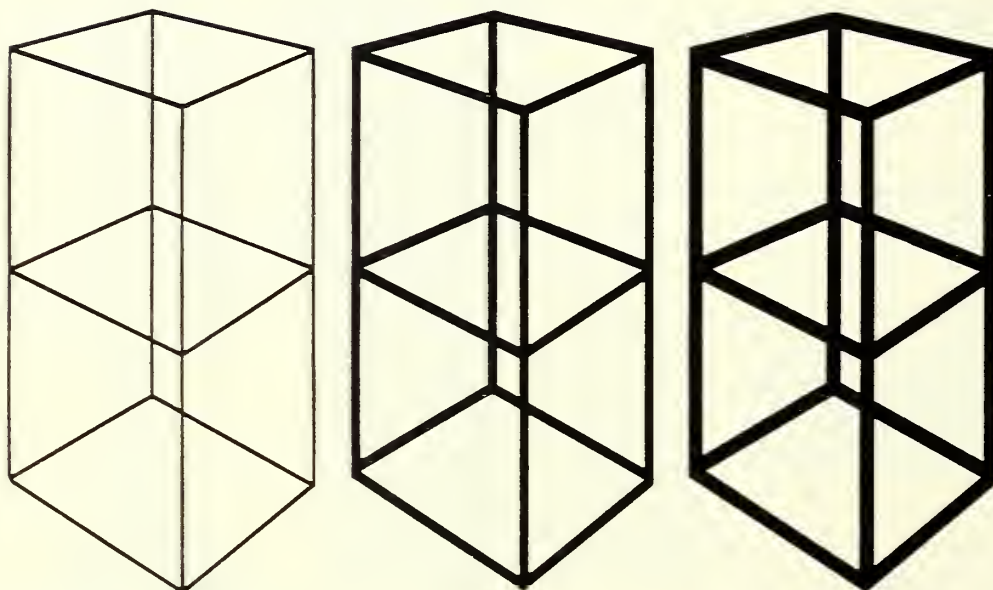


VESTRIC

VESTRIC LIMITED. HEAD OFFICE: RUNCORN, CHESHIRE.



$$\frac{1}{2} + \frac{3}{4} + 1 = 3$$



Versi-Form goes from strength to strength

You can't get one size of tubular steel display equipment to do the job of three. Ideally you need a light-weight, medium-weight and heavy-weight. And since no one maker can give you this choice, you're forced to run around. Well, forget all about that.

VERSI-FORM

famous for its twist-lock assembly, is now the only product of its kind to give you a choice of three strengths— $\frac{1}{2}$ " for light displays, $\frac{3}{4}$ " for fixturing, and 1" for heavy display or storage. Send in the coupon for more information about this unique range or, better still, come and see it at our showroom.

Please tell me more about Versi-Form

NAME _____

TITLE _____

COMPANY _____

ADDRESS _____



Versatile Fittings (WHS) Ltd.
661, North Circular Road, London, N.W.2
SA Versatile Fittings France,
Bastion Saint-André, Guise (Aisne), France.
SA Versatile Fittings (WHS) Belgium,
28 rue du Pont Neuf, Brussels 1, Belgium.
Versatile Fittings (Australasia) Pty Ltd,
25 Holman Parade, Artarmon, NSW, Australia.

A

one with overloaded bill of sand eels to feed its one chick (fig 4).



Fig. 4: Puffin returning to nest with meal of sand-eels.

The third hide was used from four to seven o'clock in the evening in photographing wheatears (fig 5). Birds choose shady places in which to nest, more often than not facing north, which makes photography difficult in natural lighting conditions. Birds are busily occupied in feeding their young early in the day and again in the evening; when they themselves eat, I do not know.

It is a good idea to camouflage the hide so that it blends with its surroundings. I splash on to my own hides, green, white, black and brown paint in no set pattern, and it seems to work well. Each hide is supported by four upright bamboo canes, and three rings of the same material encircle the uprights, the topmost ring being of three flexible canes threaded through a screw-eye in the top of each upright. The cloth drops over the top ring, and

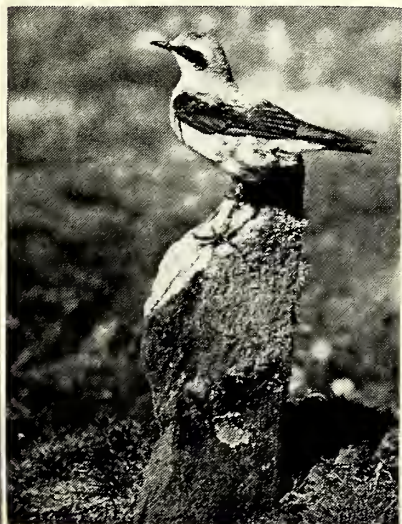


Fig. 5: Wheatear.

the central and lower rings are fastened by tape. There is then no fear of the hide's being blown by the wind (a flapping hide disturbs the birds). In specially strong wind I peg the material down with steel meat-skewers. Down the back of the hide I have a slit that fastens from the inside with tape. Three 2 x 2 in. flaps in the front, one above the other are used according to the requirements of the project in hand. Provision is then made for the camera lens and also for a watch point (fig. 1). I have often weathered a storm inside my waterproof hide, remaining both warm and dry. Once I spent four hours in such a hide off the Northumberland coast while photographing the black-headed gull. The nest was on a hummock of reeds, entirely surrounded by water. I stood in the one place with essential accessories hanging round my neck or filling my pockets. It rained and blew as only it can in that area (and even south winds can be very cold indeed; they were on that day). At about three in the afternoon the colony of gulls suddenly took to the air, which suggested that somebody was around. Sure enough there was, and a voice shouted "Hi, you in there!" I unfastened the back of the hide, peeped out, and saw a man standing about forty yards from me. It was impossible for him to get nearer because of the water. On seeing me he said "I've been watching you through my field glasses from the cottage over there, and have admired your endurance. You must be hungry. My wife is about to take a joint out of the oven and we should like you to come and share it with us." By this time the water was up to my knees and my feet were firmly embedded in what I can only describe as stinking mud. Needless to say I gladly took advantage of their kind hospitality, after making sure I was a little more presentable.

Natural-type Hide

If a particular bird's nest is located among strange objects, such as packing cases (which I have encountered) a portable hide would bear no resemblance to the setting and would cause the birds distress. I once discovered a tree creeper's nest in a hollow yew tree, which stood on the edge of a goods yard, with packing cases stacked all around. After erecting the portable hide I awaited the reaction of the birds. Ten minutes passed and still they did not arrive near the nest, preferring to stay at a safe distance from the hide. After fifteen minutes I knew that a mistake had been made, and took the hide away. Next day I returned and built a hide with all the packing cases I needed and within a few minutes birds came and went with perfect freedom.

It is, therefore sometimes more satisfactory to construct a hide from material that is available on the site itself,

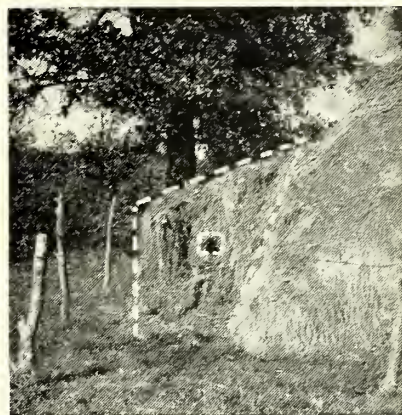


Fig. 6: Camouflaged hide beside a hayrick. Care must be taken that straw does not blow across the lens.

especially if one is trying to obtain records of a specially wary bird, such as the carrion crow (figs. 6 and 7). In order to attract the bird I have baited a carrion crow with a dead rabbit, having made a hide adjacent to an old hayrick, using bean sticks as uprights, string as cross members, and weaving hay in between (it can blow across the lens

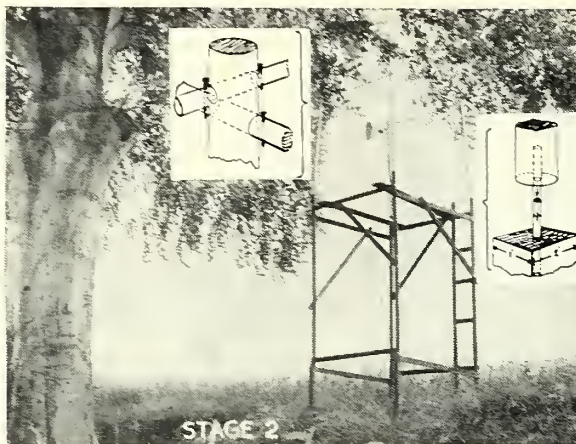
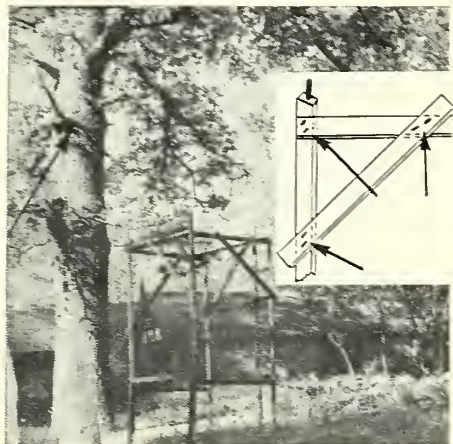


Fig. 7: A carrion crow enjoys its bait of freshly-killed rabbit.

aperture if not tied down). I visited the hide many times before attempting to do any photography and eventually, when the weather was favourable, I placed a fresh rabbit about 25 yd. from the hide. At first the crow was shy but, having doubtless enjoyed the animal left a few days before, lost no time in tearing the rabbit to pieces. Over a period of two weeks I moved the bait, renewing it when necessary, so that the distance from the bait to the hide was reduced to shooting distance. I then pegged down the fresh dead rabbit, leaving the intestines exposed. The device worked well, as may be seen from the illustration. Sometimes I have covered a hide with bracken and foliage, such as small branches of silver birch. That is most suitable if the hide is near a public footpath, or on a golf links.

Pylon-type Hide

It may be necessary at times to go into a tree to make a hide, or even to build one on stilts, as illustrated in figs. 8, 9 and 10. The hide there shown



Figs. 8, 9 and 10. Stages in the erection of a portable pylon-type hide. A flash-head may be fixed to one of the uprights for night photography.

was portable, and could be unbolted in a minute or two. It had built-in steps, and the floorboards dropped onto pins that locked them in place. For photographing at night, the flash heads may be fixed to the corner of the uprights (fig. 9).

Erecting the Hide

Birds differ in their reactions to human approach. What is favourable to one is rejected by another, and each must be treated according to its reactions. Great care must be taken when photographing birds that are sitting on their eggs. If the bird is away from the eggs for any length of time the eggs chill and the unhatched chicks soon die.

I like to erect my hide not too near a nesting site, and in two moves over a period of time arrive at the final working distance. If the birds reject it I do not persist but give up. If the hide is to be of the pylon type I select my site and then erect it over perhaps a period of a week. After that time the object is, as a rule, accepted, whereas if it had been put up in a few minutes the birds would have been scared. All

building must be done as quickly as possible. However, the birds' reactions may be studied from a vantage point well away from the nest.

Occasionally I have a friend to see me into my hide. He then walks slowly away and if the birds I am dealing with are cunning by nature, I get my friend to hold, at arm's length, a sack hanging from a coat hanger. That deludes the birds and they come and go as soon as the "bodies" are out of sight. The birds' trust having been gained it should never be betrayed when the watcher is in the hide.

"Gardening"

Nothing that provides shelter for the sitting birds or their young, whether it be shade from sunlight, protection from wind and rain, or seclusion from the prying eyes of predators, should be removed. If grass, reeds, or twigs are tied back in the interests of photography, they should afterwards be released as soon as possible.

At times it is advisable to leave the nest well hidden and untouched and to concentrate one's attention on the approaches to the nest. Birds do seem to have, as it were, stepping stones *en route* to the nest, and sometimes it is possible to place a suitable additional perch in a strategic position somewhere near the nest.

Comforts

Sometimes a natural seat is found, such as a rock (after a while one no longer feels the hardness). But sitting across the bough of a tree is much worse. If one is not careful the blood flow is impeded. Comfort is, therefore, to be recommended (and all that is needed is a light folding stool). If I do take sandwiches I insist that they shall be wrapped in a cloth, as paper or polythene bags are a disturbance to the birds.

Tripod, Mirror and Rule

In these days of fast film and large apertures, a tripod is often set aside as old fashioned. In bird photography



it is essential, as is a tilting head. A tripod enables the operator to use a much smaller aperture. The camera is focused on a selected area and, when the bird approaches and is within the predetermined depth of field, the shutter is released and the exposure made. For that purpose the camera should always be in position and at the ready. The tripod should be strong, and should allow plenty of room for one's legs. I always like to have my accessories in the same place in relation to my position — unexposed material on my left, exposed on my right, and so on. An hour may pass between exposures, but whatever the interval the photographer must be ready to expose at just the right moment.

An important accessory is a small hand mirror, with a handle or on a wire frame. The mirror is used from within the hide when setting the aperture, shutter speed, etc., and with changing light conditions can be invaluable. The back of the mirror should be painted dead black so as to eliminate any possible reflections. The mirror, of course, reverses the readings.

If one comes across pellets or other things of special interest a rule comes in useful.

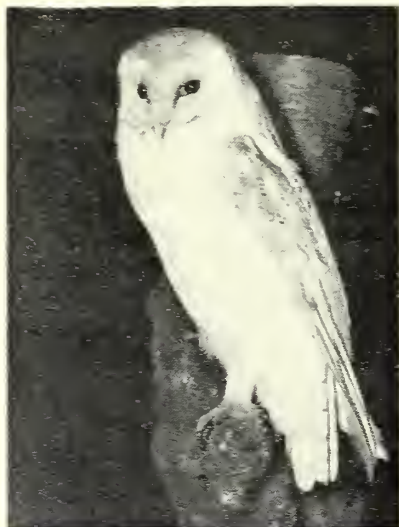


Fig. 11: Barn owl. Taken by flashlight. Note shadow produced by using single flash-head.

Field Camera

Plates $2\frac{1}{4} \times 3\frac{1}{4}$ in., $3\frac{1}{4} \times 4\frac{1}{4}$ in. and 5×4 in. may be used for, say, black-and-white, and a roll film adaptor may be used for colour. I have found those methods to work well. Plates or cut film are capable of being processed with greater individual attention than films. When the weather is right it is easy to insert the colour roll film adaptor, remembering to adjust the exposure before shooting. It is advisable to record the various exposures in a notebook for further reference.

The field type of camera has a ground-glass screen, upon which an inverted image of the bird may be seen, and as one is in semi-darkness the image appears quite bright. One gets used to the comings and goings of the birds in the ground glass.

When one is setting the camera up for the day it is advisable to insert the lens hood, then if rain or sea mist blows up no further adjustment is necessary. I have a large lens hood and so can hide my fingers behind it when resetting the shutter or changing the aperture. It is not advisable to attach any part of the camera to the hide; the camera, must for obvious reasons, be free-standing.

I have a $3\frac{1}{2}$ -in. focal length wide-angle lens for recording general views and for the odd close-up picture; a $5\frac{1}{2}$ -in. general-purpose lens for near-distance objects; and a $9\frac{1}{2}$ -in. lens for most close-up shots. Unless otherwise stated, all the illustrations were taken with the $9\frac{1}{2}$ -in. lens. I also have a 14-in. lens for use away from the hide, when dealing with timid birds, or when recording detail unobtainable with a lens of shorter focal length (see cover). The Cook lens is fitted with a between-lens iris diaphragm. Very long bellows extensions have to be used with it, and any vibration is magnified on the negative. Extra care must therefore be taken when making an exposure.

When I first sat in a hide waiting to make an exposure, I soon discovered that my 9-in. cable release was not nearly long enough. I therefore soon bought myself a 24-in. cable release, and was then able to sit in a relaxed position whilst waiting.

Single-Lens Reflex Camera

The Hasselblad was for years an almost solitary example of the modern single-lens reflex camera, but we now have the Rolleiflex SL 66. The two cameras are perhaps the most versatile roll-film single-lens reflex cameras available, giving results that challenge even certain applications of the stand camera. The two cameras use virtually the same set of lenses, ranging from 50-mm. to 1,000-mm. focal length. The following are the lenses best suited to the purpose in hand:—

Name	Focal Length	Acceptance angle at ∞	Near distance lens subject
S-Planar	120 mm	36°	14 in.
Sonnar	150 mm	29°	2 ft.
Sonnar	250 mm	18°	5 ft.
Tele-Tessar	500 mm	9°	20 ft.
Mirotar	1000 mm	4.5°	72 ft.

The 120-mm. S-Planar is specially designed and corrected for large-scale close-up work such as bird photography, and the 500-mm. is a genuine tele lens for long-distance work, while for extra long distance work the Mirotar is also suited. The last-named could be put to good use in photographing birds such as the golden eagle and other and rare elusive specimens. The 150-mm and 250-mm. lenses have automatic aperture coupling.

The 500-mm. lens has a manual pre-selector diaphragm, which is stopped down by rotating a setting ring by hand. The lens takes a screw-in filter and hood.

The screen of the SL 66 has a central micro prism focusing area about 16-mm. in diameter. The screens are interchangeable, and the whole screen frame lifts out for replacement by alternative focusing screens. There is a bellows extension, a useful accessory that is scaled for lenses of focal length 250-mm

35-mm Cameras

Among cameras using the 35-mm. format the Leica continues popular and gives first class results, especially in colour. The Hanimex-Topcon RE Auto is a handy camera, but its longest-focal-length lens is the 135-mm. f/4 UV Topcon fitted to take a 58-mm. screw-in filter, and 60-mm. push-in lens hood. The Exacta, as its name suggests, has fittings and lenses suitable for exacting work, though possibly the less-known Alpa 9d is just as efficient. Like the Exacta, it has the automatic diaphragm mechanism part of each lens, and not in the camera. Both cameras have an auxiliary release on the side of the lens. When the lens is finally positioned it lies immediately over the shutter-release button.

Night Photography

A number of birds are nocturnal by habit, and it is therefore impossible to photograph them in their natural haunts without some artificial light. Synchronised flash outfits are suitable for arresting wing movements. A visit to a photographic exhibition, such as that of Royal Photographic Society, will show what can be produced in this field, and it will be seen that the work and applied techniques involved are extremely high. Flash bulbs can be used with success, but one drawback is that they have to be changed after each exposure, and if the bird sees a human hand reaching outside the hide in order to do that it may forsake the

nest. One flash head does make a black shadow, as may be seen in fig. 11. Flash reflectors are best fitted to the hide support, or even attached to part of a tree (that can be done during the hours of daylight). All preparations such as positioning the camera, focusing, arranging lights, etc., should be carried out in daylight and the photographer should be in the hide before sundown. As the darkness deepens, the quiet and loneliness of the night soon begin to play tricks with one's eyes and imagination. The hearing becomes more alert, and any noise arouses such curiosity that at times one almost feels surrounded by strange creatures. Most nocturnal birds approach silently. It is sometimes possible to hear owls alighting simply by their scratching claws, and the flash seems to light up the whole countryside. Sometimes it is possible to see the flash reflections in the birds' eyes, and when that happens there is hope that a good photograph has been taken.

Give the bird time to go into its burrow before changing bulbs or making any other movement. In the open country it is as well when photographing birds, to let them take wing before adjustments are made to the camera. The human eye does become accustomed to the night light and after a while vision is quite good, but it is always difficult to see well-camouflaged birds, such as the nightjar and woodcock. I was nearly arrested by the local police at 2 a.m., after leaving a hide in which I had spent some sixty-one hours over a period of weeks with the nightjar family. I can still hear that quivering note of the nightjar as it drifted on the wind. At times it appeared to be close at hand and yet, within seconds, it was in the distance. That, and the smell of the heather and bracken, are still a vivid memory.



SPARROW HAWK: Taken from a natural hide built by a gamekeeper friend, and, took two years to reach this stage.



There are 1,872 names
to remember for
photographic equipment
Just one for lamps



OSRAM (S&C) LIMITED, P.O. BOX 17, EAST LANE, WEMBLEY, MIDD.





UNIT SHOPFITTINGS

Teak or oak veneered Finish
with Plastic Infil Panels



Increase sales
NOW by rental
or purchase

Reduce effect of
Selective
Employment Tax
by increased
Self-Service

Additional factory
at Newhaven
opening to cope
with increased
demand

Supply only of
these elegant
mass produced
fittings which
are easy to erect
or a complete
service from
Building to Shop-
front available

HERE'S PROOF

... I am very pleased with the fittings—it is good to be able to rearrange the shop in the light of experience. Incidentally you may be interested to learn that our counter sales are up (for the last 12 months) by 28% without having to employ any additional staff ...

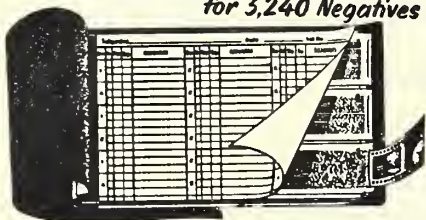
*Rees T. Coghlan
(Norwich) Ltd.*

WRITE, CALL OR PHONE (DEPT. CD)

EUSTAGE & PARTNERS LTD.

ALLIANCE WORKS WESTERN AVENUE LONDON W.3. Tel: ACOrn 0011, 8505

Minidex STORAGE for 3,240 Negatives



Actual
Size
6" x 11½"

"MINIDEX" FILM FILING AND LEICA ALBUMS

- **MINIDEX UNIT BINDERS** (as illustrated)
Maroon P.V.C. with expanding posts, capacity for 30 units with one STORAGE UNIT either Model I or Model II } **17/6**
- **STORAGE UNITS** for above
Model I for 35 mm. film. Holds 108 } each 3/6
exps. in strips of 6 } doz. 40/-
Model II for 2½ x 2½. Holds 41 exps. in } each 2/9
strips of 4 } doz. 30/-
- **FLEXIBLE ZIP BINDER**
Black P.V.C. Cases, with one UNIT as } **32/6**
above either Models. Capacity 13 Units. }
1404 Negs. 35 mm. in strips of 6 or }
624 Negs. "120" in strips of 4. } doz.
- **MINIDEX TWIN 35 mm. BINDER**
Black P.V.C. cases, press-stud and exp. } **16/-**
posts complete with 24 Twin, opaque }
panel, sleeves for details of exposure }
and 2 Index Cards. Capacity 10 Units. }
1440 exps., in strips of 6 } doz. 2/9
ADDITIONAL TWIN SLEEVES (144 } sleeves
exposures) with Index Cards. } doz.
- **NEW JUNIOR 35 mm. BINDER**
Blue P.V.C. covers, expanding posts } **15/-**
(with one UNIT, strips of 4 exps.) }
Capacity 25 Units, 2700 Negs. } each 3/3
ADDITIONAL UNITS for above, hold } doz. 37/6
108 exps. in strips of 4 with index }
cover } doz.
- **LEICA NEGATIVE LIBRARIES**
No. 72 (432 exps. in strips of 6) } each 15/-
No. 108 (432 exps. in strips of 4) } doz.
- **MINIDEX 120 ALBUMS**
Model IV cloth board cases screw stud } **8/-**
posts, press stud. Transparent sleeves }
for 10 spools 80 exps. 2½ x 3½ }
Model V as above for 9 spools 108 } **9/9**
exps. 2½ x 2½ with 9 Index Sheets } doz.

► ILLUSTRATED FOLDER OF COMPLETE RANGE AVAILABLE

BLACKWOOD'S

22 BAKERS ROW
LONDON E.C.1
Phone TER 8519

SEND YOUR PHOTOFINISHING TO

JOHNSON

PROCESSING LABORATORIES LTD.

AGFACOLOR

APPROVED PROCESSORS

EKTACHROME & KODACOLOR
SPECIALISTS

Write for details or phone GLA 5476

Van deliveries daily in Greater London north of the Thames

COMPREHENSIVE REPAIR SERVICE

BY

VANGUARD INSTRUMENTS

the name synonymous with

QUALITY REPAIRS

CAMERAS (still and cine) ★

PROJECTORS

BINOCULARS

EXPOSURE METERS

★ **LENS RECONDITIONING
AND COATING**

**48 HOUR EXPRESS SERVICE
WHEN REQUIRED**

LEICA AND ROLLEI SPECIALISTS

BELL & HOWELL SERVICE CENTRE

ALL REPAIRS CARRY OUR GUARANTEE

VANGUARD INSTRUMENTS

233 High Street, Brentford, Middx.

Telephone: ISLeworth 7667

JONATHAN FALLOWFIELD (TPL) LTD.

**56, CHURCH ROAD,
BURGESS HILL, SUSSEX.**

**SOUTHERN ENGLANDS LEADING
WHOLESALE DISTRIBUTORS**

SPECIALISING IN PHOTOGRAPHY

CUT OVERHEADS BY ORDERING ALL YOUR
PHOTOGRAPHIC REQUIREMENTS FROM ONE
SOURCE — ONLY ONE ACCOUNT TO
SETTLE EACH MONTH WITH ONE CHEQUE !

VAN DELIVERIES IN SUSSEX, SURREY,
KENT, HAMPSHIRE, ISLE OF WIGHT.

By return postal service to all other districts

**ASK FOR OUR SPECIAL FILM
DISCOUNT OFFER NOW**

TELEPHONE: BURGESS HILL 5715/6



This advertisement will boost your binocular sales

Binocular buyers in their thousands will be seeing it in their favourite publications—all leaders in their fields, whether national glossies, yachting and boating magazines or the photographic press. Those who miss it in one issue will see it in another; it will be repeated in

selected issues month after month from May to October 1967. Increasingly, informed enthusiasts are finding Greenkat technically superb, utterly reliable. And now, your sales will be backed by this powerful advertising, directed at the cream of the market.

Post this coupon now for full details of **Greenkat** binoculars ▶

GREENHILL & ELLIS (Optical) LTD · Ling House · Dominion St · London EC2

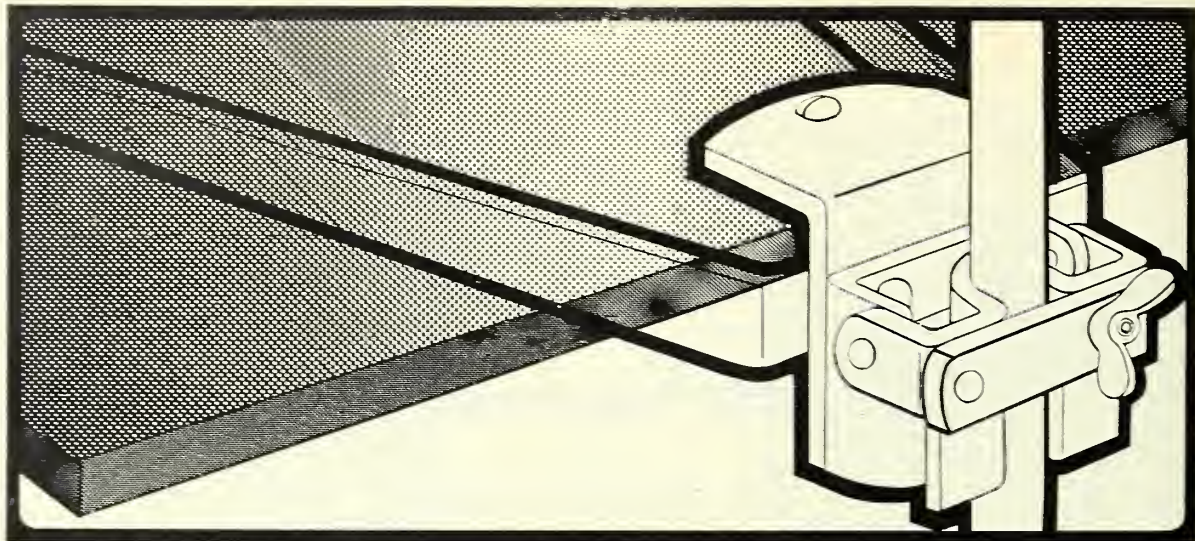
Clip out this coupon and attach to your letterhead today.

Please send me your catalogue and full details. ☐

Please ask your representative to ring me for an appointment. ☐

(Please tick appropriate square)

My name is _____ C.D.



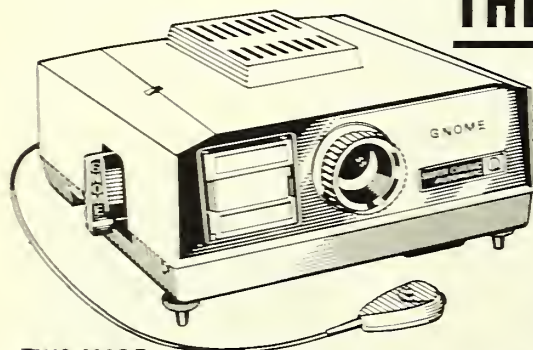
Structurally sound to support heavy bottle and package displays
 Easy to adjust no matter how awkward the windows
 Endless variety to produce competent sales compelling layouts
 Tried and proven in active use in every part of the country

Write for list or send
 window sizes for free scheme

POLLARDS ROD DRESSING

E. POLLARD (DISPLAY) LTD., HIGBURY GROVE, LONDON N.5. TEL: CANONBURY 3033

THEY'RE HERE!



The Superb New SUPER CLASSIC Slide Projectors

774 SUPER CLASSIC I.Q.—Fully automatic with remote control (illustrated) is the product of years of research and experience. Sleek, low-line styling conceals wonderful optical system, brilliant tungsten halogen illumination and many other perfect projection features—with all the ease of remote controlled slide-change and focusing. Price complete with lamp and 36-slide magazine £34 12. 0.

772 SUPER CLASSIC I.Q.—all the way-ahead advantages of the 774 but with semi-automatic magazine slide change. Price £25 19. 6. (including lamp and 36-slide magazine). Carrying Cases for 774 and 772 price £2 7. 2. Extra 36-slide magazines 7.9 each.

TWO MORE
 SHORT SHELF-LIFE PROJECTORS FROM

GNOME
 photographic

GNOME PHOTOGRAPHIC PRODUCTS LIMITED,
 GNOME CORNER, CAERPHILLY RD., CARDIFF. Telephone: 63201 2/3

SEND TO **FENCOLOR** LABORATORY FOR TOP QUALITY PROCESSING

Prints from transparencies—duplicate transparencies colour prints and transparencies from original colour prints—everything you need in ancillary service.
 Plus processing of the rarer films like Orwo (All types) Super-color, Fujicolor, Sekuricolor etc.

P.O. Box 47 Abbey Road, Cambridge Tel: 54507

SHEFFIELD CAMERA REPAIR CO.

All photographic equipment, projectors, meters, binoculars and microscopes

One year's guarantee

Our Speciality: lens flanges and adaptation

6 Priory Place, Sheffield 7

Telephone 53865

LONDON'S FASTEST

COLOUR-BLACK & WHITE PROCESSING & PRINTING

KODACOLOR

AGFACOLOR

EKTACHROME

FERRANACOLOR

A fast turn-round colour service second to none. That's the way to keep your customers satisfied. We collect and deliver and the number for South London is Mitcham 8264-8268 and for North London Ladbroke 7425

**Daily
collection
and
delivery
LONDON* AND
HOME COUNTIES†**

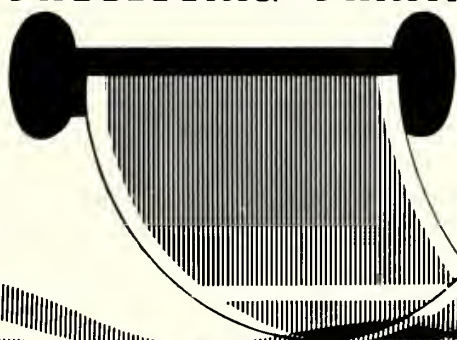


Photo Laboratories (LONDON) LIMITED

†South London (Head Office)
Tramway Path, London Road, Mitcham.

*North London
Tay Building, 2 Wrentham Avenue, London, N.W.10

HIGHGATE HAVE DONE IT AGAIN!

1967 MEANS LOWER PRICES LARGER DISCOUNTS



REGENT

Retail Prices
from £7.8.5
inc. case

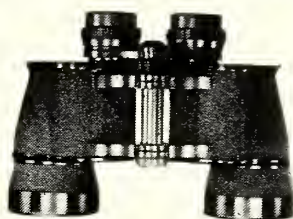


SCOPE

Retail Prices from
£11.9.6 inc. case

- LOWER PRICES FOR REGENT
- MORE MODELS FOR SCOPE
- NEW REGENT "COMPACT"

Local and National advertising to back your selling, all adds up to BIGGER PROFITS in 1967.



NEW REGENT "COMPACT"
Retail prices from £14.4.6

Please send me 1967 Catalogue and details of discounts.

Name.....

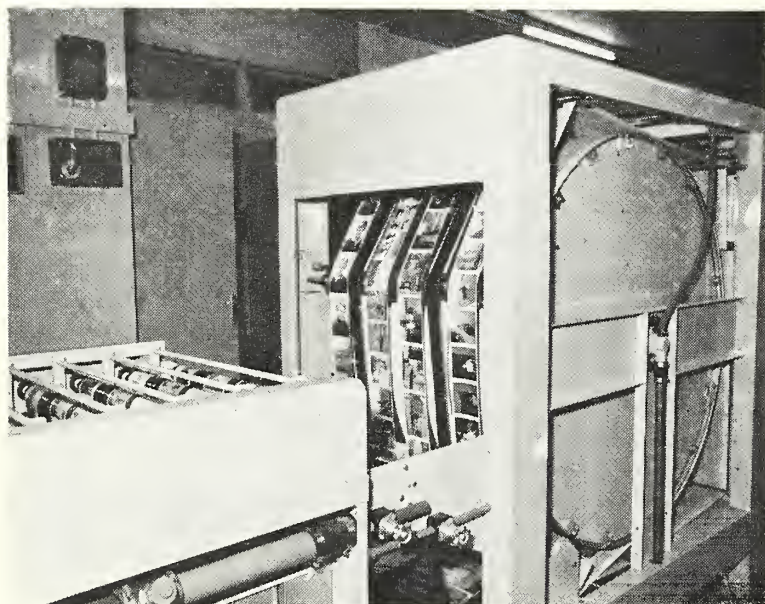
Address.....

HIGHGATE OPTICAL MFG. CO.
71/3, Gt. Portland Street.
London, W.1. C.D.

For Details of Larger Discounts
Post Coupon Today

PHOTO-LABORATORY WORK AT ITS FINEST

Illustrating only one of the great machines installed



in our laboratory for
processing and printing
colour films

Production rate of
this massive COLOUR
PRINT PROCESSING
MACHINE

2400 $3\frac{1}{2}$ " x $3\frac{1}{2}$ " prints per hour

we make colour prints from negatives and colour prints
from transparencies and transparencies from negatives
and if you post this coupon we will tell you about our
services for

AGFACOLOR • KODACOLOR
EKTACHROME

Send this enquiry to:

**HAAGMAN COLOUR
LABORATORIES LTD.**

71-77 ENDELL ST.,
LONDON, W.C.2

Telephone:
Temple Bar 2161

Please send me full details of your

COLOUR PROCESSING and PRINTING

Name.....

Address.....

Just post this coupon and see what real service means!